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# East Europe Report

ECONOMIC AND INDUSTRIAL AFFAIRS

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21 May 1984

## EAST EUROPE REPORT

### ECONOMIC AND INDUSTRIAL AFFAIRS

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CZECHOSLOVAKIA

UNDERGROUND ECONOMY PREFERRED BY CITIZENS

Vienna DIE PRESSE in German 12 Apr 84 p 3

[Article by Peter Martos: "Everything Stagnates, **Except** Statistics"]

[Text] On this still cool spring weekend, Wenceslas Square belongs to the young. Some saunter in front of the coffee shop of the Ambassador Hotel, eating ice cream; those more sensitive to the cold populate the underpass in front of the imposing National Museum; some are chewing a "Czech hamburger," a piece of ground meat in a hard roll.

This "biftek korunki" costs Kcs 5.10 at a Prague street vendor's, and "zmrzlina," the unpronounceable ice cream, costs between 1 and 3 korunas, depending on size. An apprentice who did not join his parents at the week-end cottage can easily spend his weekly "income" on state trade on one Sunday.

And this, although restaurants open to locals are quite cheap. A tasty lunch can be had for Kcs 15 which would easily cost Kcs 120 at a hotel. But the young, as in other large cities, suffer from a chronic shortage of money.

Of course, whoever in Czechoslovakia depends on the average wage of Kcs 2,700, shares their lot because prices, with the exception of food and rent, are rather steep: one month's salary for a tape recorder; according to statistics, a CSSR citizen must work almost 5 months for cheap stereo equipment. The same differentiation between food and luxury items, such as entertainment electronics, is also reflected in automobiles where prices are "split": a locally produced Skoda can be had for less than Kcs 50,000 while a Fiat Uno, a coveted novelty on the automobile market, costs no less than Kcs 120,000.

This is called "absorption of consumption" in official parlance and is applied particularly to goods which must be imported, or whose production is raw material-intensive and energy-intensive. Which describes the most important slogan of the present Czechoslovakian scene: whatever costs foreign currency is offered at fantastic prices.



The State Planning Commission formulates it this way: the current, seventh 5-year plan (to 1985) provides for "intensification of the economy." "That means: better utilization of materials, less capital investment, less energy use, intensified exports," according to general information provided willingly by press spokesman Rudolf Cerny, an engineer. After having been satisfied with growth rates below 1 percent at the beginning of the eighties, the effectiveness of the restrictive policies in the previous year came as a surprise. A 2.7 percent increase in national income and a trade balance surplus of no less than 1 billion dollars has made the planners ambitious: for this year, they are planning on a 3 percent growth rate.

#### Debts to the West to Be Held Down

Again, will this not be at the expense of the population? The official answer comes promptly: "The standard of living is to be kept up, according to the decisions of the Party Congress." The CSSR would certainly not follow the Polish example and go heavily into debt, just to satisfy exaggerated consumer demands.

The statisticians in the monumental state planning building on the bank of the Moldau admit that it is not only a decision in principle to hold debts owed to the West as low as possible--at the turn of the year, only little more than 2 billion dollars--; investment is also impeded by a lack of capacities. On the one hand, all efforts are concentrated on a few large projects, such as construction of the third Metro line through Prague; on the other hand, all factories work at capacity. They must produce primarily for export. Of course: if credits with favorable interest are offered and technology can be had cheaply, Prague won't play hard to get...

Although CSSR functionaries do not like to see their country compared, memories stir unbidden in Prague. For instance, memories of Hungary: just like a few years ago at the Budapest Fischerbastei [Fisherman's bastion], the Western foreigner is invariably approached at the Altstaedter Ring to see if he would like to exchange money. The "exchange rate" of these black marketeers is sometimes more favorable than in Viennese banks (65 groschen for 1 koruna). Despite preferential treatment for tourists, the official rate in Prague is almost 2 schillings for 1 koruna. Is it surprising that Austrians feel fleeced paying 55 koruny for a hotel breakfast?

Under these circumstances, "moonlighting" thrives particularly well. Repair work is done on a barter basis, in view of inadequate official performance--for example, for a transistor radio brought from Vienna, or for patronage.

But in this regard, the planners do not accept Hungary which tries to improve the service sector through private initiative, as a model. "Non-collective initiative" is acceptable only in agriculture. For some time now, collective farmers have had the chance to increase their wages through selling garden produce on the side.

"Performance of services is ensured and enlarged by the national committees," states Cerny, rebuffing speculation that one might conceivably learn from Budapest. "The people have secure incomes, they don't even want to bear the risk of small businesses;" this is the strictly un-ideological explanation for continued centralization.

It is not a contradiction that the trusts are getting more leeway, at least in decisions concerning the range of products and small investment: "we want to keep basic decision-making on the development of the economy in our hands."

Money remains the sole performance incentive. Workers can now earn up to 20 percent more if their factory makes a profit; managers even have a chance to double their income.

A critical spirit opines that "the true reason for everything stagnating here, except statistics, is the tight net of controls. If I go over 50 percent of my production quota, I earn 20 percent more. But if I work exactly according to the plan, I can triple my income by working on my own, at night."

And he can regale himself and his wife on Friday night in the basement restaurant "U pavouka" (At the Spider's). This worker has sold his little house 70 km north of Prague. Had gasoline become too expensive for him, or had the West Bohemian environmental pollution gotten too much for him? "Oh no; I am saving for a larger apartment. And we also want to travel, now that the children are older." His son spent Sunday on Wenceslas Square.

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GERMAN DEMOCRATIC REPUBLIC

SCENES FROM EVERYDAY LIFE, STATE VS. PRIVATE ENTERPRISE

Hamburg DIE ZEIT in German 30 Mar 84 p 22

[Article by J. Nawrocki: "Connections Are Everything: Private Initiative Makes Lives of Citizens Easier"]

[Text] "The first thing we had to get used to in doing our shopping is not automatically to ask 'is there any...?' It is not until the salesgirls look at us in astonishment that it comes back to us that we are in the West and not in the GDR any more." That is the type of story former GDR citizens tell after living in the FRG for a few days.

In the GDR, every shopping expedition starts out with just such a question: "Is there any linen" or "are there any bicycle tubes?" To get goods of this type, one either has to look around for a long time or have good connections. But if people complain about short supplies on the trolley, at the plant or even at party meetings, they are put down with the comment: "Comrade, you are not debating the right way!"

Many GDR citizens have therefore concluded that it simply is not worth the effort for even if one works very hard, the supply picture does not improve; the plant does not operate more efficiently and one does not get more pleasure out of one's job. The result is that everyone just keeps muddling through, doing what is absolutely necessary on the job and saving his energy for the procurement of scarce goods, for beautifying the apartment or summer cottage or for the off hours which are short enough as it is.

As long ago as 1977, Rudolf Bahro, who was familiar with the insides of the GDR economy, wrote in his book, "Die Alternative" [The Alternative]: "It is not vindictiveness but rather stupidity which has led some bourgeois propagandists to the conclusion that our propaganda calling for better qualitative and above all quantitative utilization of working hours is a reflection of strong pressure to perform on the job. The truth is, of course, that both labor intensity and work discipline are lower [in the GDR] than under capitalism."

And that is still the way it is today, as conversations with resettled GDR citizens have shown.

"Your first encounter with listlessness occurs when you graduate from high school and look for a particular type of training program to enroll in or a specific course of study to pursue," says a man who came from Jena. "You get called in for a so-called reorientation-of-studies session and after that, you can just about kiss all your dreams goodbye. And later on, when you start working in some factory, the people who have the important jobs are usually incompetent because the party seems to think it is safer to give the key positions to ideological toadies than to people who know what they are doing. The workers are no less industrious than those in the West; they just do not get much of a kick out of their work any more. Oftentimes, they just shout at each other. But it is the foremen who are worst off. The workers keep complaining to them: "Where are the materials?" and the managers are constantly after them, saying: "Where is the production?"

The lack of flexibility inherent in a planned economy is the most important cause of all the economic problems of the GDR and despite constant, albeit very careful adjustments of the economic system—most recently involving modifications in the wage system as well as agricultural pricing—actual economic operations have, if anything, become even more cumbersome and narrow-gauged.

There are two reasons for this. On the one hand, there is the imperative need to conserve energy brought on by the oil crisis and the restrictions on Soviet oil deliveries and on the other hand, there is the GDR's shortage of foreign exchange as well as its foreign debt which forces it to export as many goods to the West as possible while importing as little as possible from there in return.

With respect to energy conservation, there is an instructive and typical story from Jena. The local transportation department operates taxicabs for passenger and goods use along with buses and trucks. At one time, there were 40 passenger taxicabs for all of Jena, a city with 100,000 inhabitants. The taxis were driven in two shifts. There were two drivers for each and at night there were usually between 15 and 20 vehicles on the streets—which was never enough. Particularly on holidays such as New Year's Eve and during the carnival season there were often as many as 100 people waiting at the taxicab stands.

When the GDR instituted a drastic energy conservation program in 1979, it was decreed that taxicabs were a luxury and that they had to go. Every shift could use no more than 15 liters of gasoline. In addition, old vehicles were taken out of circulation and the drivers concerned were either transferred to the repair shops which, for all that, had fewer vehicles to repair now or else they had to look for another job.

As a consequence of the fuel cutbacks, the remaining drivers' earnings declined dramatically. Up to then, they had been earning between 2,500 and 3,000 marks per month. Aside from waiters, cab drivers are among the highest earners in the GDR because they receive generous tips.

These cutbacks resulted in an oversupply of labor and an undersupply of work at the repair shop. The taxis had to be used for group trips which made for long detours and then, of course, there was an increase in unauthorized trips.

On Cosmonaut Square, the main square in Jena, one would find three or four state-owned taxis waiting upon an evening and across from the official cab stand up to 40 more illegal cabs waiting for customers. People would ask these drivers whether they were perhaps going in this or that direction and it would turn out that that was indeed where they were going and as long as they did not quote a price they were not even breaking any laws. The passengers would say "that's the way to do it, boys" and pay for the gas which is what a regular cab ride would also have cost. The authorities were aware of what was going on and looked the other way.

It was working out to everyone's advantage. The transportation department was saving fuel, according to plan; the inhabitants of Jena did not have to walk at night and the car owners—most of them state taxi drivers during regular working hours or unemployed applicants for an exit visa—were making several thousand marks a month. And the gas stations for privately owned vehicles where fuel was not rationed came up with bigger sales.

It is a particularly difficult problem to find more productive jobs for no longer needed workers. In the GDR, too, the times of labor shortages are over. A situation has arisen which is not supposed to arise under socialism: there is both visible and above all invisible unemployment caused by an undersupply of work.

A number of former GDR citizens are saying that entire departments at VEB Carl Zeiss Jena which were working for export had stood still at intervals. "When there are no export orders, the workers just sit around playing cards." In 1982, so the report goes, the plant fulfilled only 8 percent of its export plan with export earnings at \$15 million instead of \$180 million. The reason given is that there were missed opportunities in the development of new products.

Some time ago, the GDR press criticized the fact that a factory had to pay a fine for not having fulfilled its scrap metal plan goals. The reason for it was that the factory had made more economical use of its metals which in turn resulted in less scrap. In other words, the materials had been used in a more efficient way and the fine was thus counter-productive and the original complaint about non-fulfillment of the scrap plan made no sense whatever.

The GDR citizens have even more unbelievable things to tell about day-to-day operations. At the LEW Hennigsdorf plant, two practically finished subway cars were taken apart again because of minor paint defects just so the scrap plan would come out right. At Jenapharm, originally new and never used pipes which had been rusting in the yard for years were tossed on the scrap heap for the same reason.

Often enough, machinery or even entire installations stand idle for lack of a single spare part which is either unavailable or cannot be bought because the particular plant does not have the required foreign exchange. This, for example, was the reason why a polishing machine at the Eisenberg furniture combine was out of commission for months. Production as a whole broke down.

### Too Many Desks

At a printing plant which is supposed to print one million sheets per shift four printing presses were idle for a long time. To correct the problem, the remaining three presses now turned out 300,000 sheets per shift instead of 250,000. That did not fulfill the entire plan but it did enable the plant to report a 20-percent overfulfillment of the plan per machine.

There also are other consequences plan fulfillment may have. At some plants it has been known to happen that the workers have nothing to do at the end of the year because the suppliers managed to fulfill their plan ahead of time and simply stop delivering—resting on their laurels and preparing the way for fulfilling next year's plan.

"There are just too many desks in the GDR," one of the resettled GDR citizens says, "and they are all lined up like hurdles." There are very few ways of clearing these hurdles. One of them is the toughness of able and influential managers who know how to outfox the bureaucracy and another is the cleverness of private merchants and artisans augmented by purchases based on good connections as well as well-functioning black markets.

A perfect example of this type of robust manager is Wolfgang Biermann, the director-general of VEB Carl Zeiss Jena, who had already made a name for himself as head of a machine tool plant in East Berlin. Biermann is the uncrowned king of Jena who inspires fear and respect. Even now that they have reached West Berlin, former Jena residents are still arguing about whether Biermann is the sorely needed rod of iron that took care of laziness and incompetence or whether he is a tyrant who pitilessly rids himself of personnel he no longer wants and has even driven some of his employees to the verge of suicide. But they all agree that Biermann has succeeded in getting things moving in ways which would have been the undoing of many another man. "If things do not run properly, he just takes off for Berlin and sets them straight." Biermann is a member of the SED central committee—which means that doors are open for him which others find closed.



But then there also is the ingenuity and efficiency of private businessmen in the GDR. Even the SED has at long last taken notice of it. Egon Krenz, a member of the Politburo and a possible successor to Erich Honecker, just recently called attention to this fact.

The SED organ NEUES DEUTSCHLAND indirectly referred to remarks he had made on the subject in a speech. "Egon Krenz pointed out that everyone knows that our party looks upon the consumer needs of our population as a priority political goal," the newspaper said. "A stable supply structure calls on the local authorities to provide for a corresponding commercial setting. And this, in turn, calls for support for small private restaurants and businesses and for the issuance of licenses to these operations which are of such importance for the satisfaction of consumer needs."

#### Cross-Country Shopping Trips

Private businessmen and artisans tend to be more enterprising than all the HO shop managers. They roam the whole country to buy goods; they have good connections and they have their regular customers. While the HO meat markets let down the shutters by midday often enough so as to let people know there is nothing left, private butchers in Jena rarely run out; but that means roaming the countryside.

Equally well known throughout Jena is the owner of a private chemist's shop as well as another businessmen who actually owns three stores: a spice shop, a china shop and a fashion boutique. They, too, travel throughout the republic to assemble their stock and always carry items that cannot be obtained anywhere else. "These are the kind of people that improve the commercial setting and not the HO functionaries," is what the people of Jena say.

Connections are what counts. An artisan who provides the manager of the local car dealership with flagstones for his dacha will not have to wait the customary 12 to 14 years for his car but will be able to assume the cancelled contract of some other buyer.

Anyone who is in the army, whose members are not only supposed to defend socialist culture but also to be acquainted with it and are therefore supplied with books on a preferential basis, will be able to pass copies of Stefan Heym's "Koenig David Bericht" [King David Report], of one of Hermann Hesse's books or of James Joyce's "Ulysses" on to friends—all of them books which can otherwise only be obtained under the counter.

It also appears that preference is given to book deliveries to towns which include a lot of workers in order to raise the level of culture—or else that workers simply do not read as much. At any rate, in Gera, for example, a book can still be gotten that has long since been sold out in a high-brow town like Jena with its universities, colleges and research institutes.

If a person has Western money—which has long since become an alternate, underground currency in the GDR—he can buy just about anything. For a long time, advertisements in the newspapers used to read as follows: "Looking for hot water heater, offering blue tiles." Every insider knew perfectly well that blue tiles are a synonym for the blue DM 100 bills. But one day, even the SSD got wise to the meaning of this code word and, since they exercise control over all newspaper advertisements, put a stop to its use.

At the automobile black market each Saturday in front of Leipzig's central stadium, one can buy any car from a Trabant to a Citroen. Frequent visitors to the market have noticed that the same people appear among the sellers time after time. They are not selling their own cars which they have driven for years but are in fact regular salesmen who obtain the automobiles they offer from God knows where.

There is a joke dealing with the supply situation and the bureaucracy which is making the rounds in the GDR at present. It goes this way: Erich Honecker wants to find out what the per capita number of pigs is. The breeder-brigadiers go through a careful count and come up with the figure of one pig per inhabitant. The LPG chairmen are not satisfied with this figure and simply double it to two pigs per inhabitant. And so on up the line—to the Kreis council, the district council, the agriculture ministry departments all the way up to the minister himself; then on to the SED secretariat, to the secretary for agriculture—and at every step of the way still another pig is added. And by the time the statistics get to Honecker, the number of pigs per inhabitant has climbed to 11. "Fine," Honecker says, "in that case, let us export one of them."

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**EXPENSE OF ROBOTS DEMANDS THEIR FULL EXPLOITATION**

Erfurt DAS VOLK in German 5 Apr 84 p 3

/Article by K. Bliedtner: "When Are Robots Cost Effective?"

/Text/ When the Czech author Karel Capek coined the term "robot" he never dreamed that it would some day become a household word. In his play entitled RUR ("Rossums Universal Robots") which had its premiere in Prague on 25 January 1921, he for the first time pointed up problems facing a society as artificial beings are utilized on a mass scale.

When we talk about robots today, we are thinking of programmable automatic mechanisms which automate work processes through the independent handling of work pieces, tools, or materials. At the end of last year, the GDR national economy was using 32,000 such industrial robots, including 3,887 in Erfurt Bezirk. This year we want to take another definite step forward in our use of robots. Out of the 11,700 industrial robots to be employed according to plan, 1,000 will be found in the combines and enterprises of Erfurt Bezirk. In so doing we are guided by the appeal that was confirmed in the activity report addressed to the SED bezirk delegate conference: "The comprehensive intensification of the national economy demands that we tie technical and technological progress closely together with the rationalization of production and that we automate interconnected technological processes."

**Not Just a Question of Economy**

The industrial robots, which had been installed in Erfurt Bezirk by the end of last year, represent assets worth M518.5 million. This is certainly a respectable amount. But that is not the only thing that again and again urges us to ask this searching question: How well are we using our robots and how well do we get them to run? The "steel helpers" of the first generation which are involved here above all can--when electronically controlled--very exactly perform motions in various directions as often as desired and without getting tired. They also proved themselves excellently in welding and lacquering, during the charging of furnaces with work pieces, and similar monotonous activities. This was done moreover in aggressive work environments as a result of which it has been possible already to release many workers from activities that were hazardous to their health.

So, how are we multiplying these economic and social-policy assets? There is only one clear answer to that: We are still not doing enough with them!

On the average, at the end of 1983, only 1.2 worker was released per robot and machine utilization was only 12.1 hours per calendar day and that was even below the utilization level of highly-productive machines and systems.

### Bright Spots and Dark Spots

If we cast further light at these figures, we find the following situation: The bezirk-level enterprises of the machine-tool and processing machine-building industry branch last year added 78 new industrial robots and achieved a utilization degree of 14.4 hours and managed to release 2.1 workers per machine utilization unit. In the light industry enterprises, last year's increase however only shows 12.1 hours utilization and 0.6 worker released. The utilization of the new robots in the electrotechnical-electronics industry is only 11.8 hours.

If we compare individual enterprises with each other, we find the following picture: The parent plant of the "Herbert Warnke" Shaping Equipment Combine in Erfurt holds a top position with 17.1 hours utilization for its 131 industrial robots. The planned increase of 34 last year was raised to 48 with the result that 2.3 workers can be released per machine utilization unit. The Sondershausen Electrical Wiring Plant also achieved good results with 2.5 workers released per robot, the Ruhla Electrical Wiring Plant had a figure of 3.7 and the Diedorf Thuringian Hosiery Factory came up with 2.6.

The economizing effect is completely inadequate in the Arnstadt Telecommunications Plant where, with 10 hours utilization, only 0.1 worker are released, in each case, in spite of the fact that 34 robots were added last year. The situation is not much better in the Stadtilm Drive Shaft Plant, the Waltershausen Vehicle Plant, and the Koelleda Radio Plant or the "Karl Marx" Microelectronics VEB in Erfurt.

### How to Start Them Running

If we ask about the causes of these still rather considerable differences, we find that those combines and enterprises are successful in robot utilization which have a sufficient head start in the development of new products and their practical large-scale production with modern technologies. Here the important thing is to include the rationalization equipment builders already in the brainstorming phase so that the designers will be able to develop their blueprints in keeping with automation requirements and so that they can thus already create the prerequisites for really complete rationalization of the entire production process. This kind of work is done in the best possible fashion where the government managers take the lead and assume personal responsibility.

In the light of this, the resolution of the bezirk delegate conference--to release at least 2.5 workers, each, for the 1,000 industrial robots of the year 1984 and to achieve multishift utilization--is a very realistic target. The requirement of saving as many workers as possible is so significant also because we can in this way get the skilled workers whom we need for example in the robot construction centers at Robotron-Rationalisierung Weimar, at the Solidor Combine in Heiligenstadt, or at the Gotha Engineering Bureau and Mechanization VEB. But experienced skilled workers should also increasingly raise the output capacity of rationalization equipment

construction in all enterprises because only the reconstruction of entire production sectors will guarantee the necessary effect from robot utilization.

#### The Generation Problem

In spite of all of the results we have achieved so far we must however not forget that we are just at the beginning when it comes to using the "steel helpers." The first-generation industrial robots can, all in all, handle only 3 percent of manual labor in production. The second-generation automatic handling machines, which are being developed at this time, will make it possible to automate 20-30 percent of all manual production processes. They are equipped with properties that enable them to assemble products. The experts use the term "sensors" in referring to these "sensory organs" whose data can constantly influence the program existing in the robot's computer brain. They are thus able to recognize parts, to put them into the correct position, or to correct defects. There is direct communication between robot and the environment as the result of a large number of measurement sensors and the highly-developed processing of their data.

Such automatic machines are not only very productive but also very expensive. Their optimum utilization is therefore a political and economic necessity and not an arbitrary matter. We must achieve that degree of productivity gain which is characteristic of the new stage in our economic strategy that Comrade Erich Honecker talked about at the Berlin Bezirk delegate conference. The way we manage to make these capacities effective will help decide the tempo of the further implementation of our policy as regards our primary mission. Anybody who so fully utilizes industrial robots as the shaping equipment workers at Erfurt and who, in using those robots, releases as many workers as the electrical utility workers at Ruhla, is making a worthy contribution to the 35th anniversary of the GDR and at the same time is properly adjusting to the tasks of the future.

5058

CSO: 2300/433

ARCHITECTS DISCUSS PROBLEMS OF INNER-CITY RESTORATION

East Berlin ARCHITEKTUR DER DDR in German Vol 33 No 3, Mar 84 pp 186-186

/Article by M. Muschter, Institute for Recording and Preservation of Monuments, Berlin: "Maintenance and Further Development of the Historically Determined Character of the Cities"

/Excerpt/ This seminar was one of a total of five organized by central specialist groups or committees of the BdA/DDR /League of German Architects/GDR/ and held in 1983, the Karl Marx Year. They were largely devoted to the issue of the preservation of values and intensive urban development. As Prof H. Gericke, BdA vice president, stressed in his opening address, the seminar aimed in the meaning of this topic to provide orientations for the practical work of architects and urban developers.

This work assumes that international peace will be preserved and guarded. All our measures must therefore be appraised from the standpoint of the currently very tense situation in the confrontation of the world systems and ultimately classified among the highly topical efforts for the prevention of even greater and mankind threatening rearmament.

By the relevance of the contributions to the historically determined character of the cities, the seminar also represented a contribution to the preparation of the Seventh General Meeting of the International Council for Monuments and Memorial Areas (ICOMOS) to be held in May 1984 in Rostock and Dresden. To be examined at a scholarly symposium during this general meeting is the contribution of monuments to the definition of cultural identity.

The topic of the seminar was dealt with in the various reports citing examples of various areas transformed, in lectures on theory and in the subsequent discussion.

Professor Dr Deiters, chairman of the central specialist group "reconstruction," introduced his opening lecture by quoting from the 1976 Ninth SED Congress:

"By properly combining the old and the new, we preserve the historically determined character of our cities and, at the same time, add something new to them."

We have long absorbed into our consciousness the task to combine housing construction with preservation and reconstruction, so "that the historically determined cultural values and progressive features in the structure and appearance of the cities are preserved as much as possible and steadily better prerequisites created for the further development of the socialist lifestyle." This consciousness now forms part of the daily routine of our construction efforts.

E. Kaufmann, Rostock WBG /housing construction combine/, chairman of the BdA district group, raised the question why inner-city construction was being so heavily emphasized; after all, it should really be something quite normal in terms of urban construction and a smooth flowing process.

The aspects constantly preoccupying us in the accomplishment of the above mentioned task and at the same time precipitating qualitatively new problems are less and less concerned with the question "how" to carry it out; instead they increasingly concentrate on the urban construction-architectural quality achieved by intensive urban development. Decisive here is our comprehensive consideration for and development of our architectural heritage as a cultural heritage. Professor Deiters dealt in greater detail with this topic in his lecture on basic principles. He recalled the principles for the socialist development of urban construction and architecture, adopted in 1982 by the SED Politburo and the GDR Council of Ministers. These note, among other points, that the combination of the old with the new, the harmony and design quality of both elements in a new unity, exert a significant emotional effect on the citizens.

The lecturer called upon his listeners to study the criteria for the definition of the historical character of our settlements. They are to be found mainly in their special internal features as well as in their typical relations to the environment.

The building stock of our cities and villages, originating in the course of bourgeois development in the past 100 years, has largely determined their present shape. Though this stock does not entirely meet our requirements, we may certainly not deny the fact that it represents valuable basic assets in material and cultural terms and often includes progressive and artistic features of much importance. Its preservation was and is an integral element of our construction and cultural policy.

The share of individual and creative performances in the entire construction process is steadily growing in inner-city construction. Consequently the necessity arises to raise the responsibility and efficacy of architects in this process. This presumes that we develop the ability to analyze the existing values and objectives as well as produce conceptions from the aspect of structural design, economics and engineering.

Diploma Engineer M. Beyer, Rostock Bezirk architect, explained the basic plan of Rostock Bezirk with regard to the preservation and transformation of old inner-city districts. He dealt with the situation and plans in some kreis and medium-size cities, pointing out the necessity of urban construction analyses to allow us to arrive at specific criteria as the decisive factors for the respective general urban development plans.

In the meaning of guiding principles and as elements of the basic plan for the urban construction-architectural development of Rostock Bezirk, these criteria must be subjected to constant updating and precise definition.

Following this lecture describing the past and planned practical work in Rostock Bezirk, Dr K. Andrae, GDR Construction Academy, Institute for Urban Construction and Architecture, spoke on urban construction model plans for the inner cities of kreis cities.

Giving his report, Dr Andrae relied on concrete studies carried out lately in the centers of 135 kreis cities. He pointed out that the results of these studies could be extended by analogy to other city centers. The speaker emphasized three essential notions that should determine our future work:

1. "Upon a more profound analysis, the differences between city centers turn out to be much greater than some superficial similarities would tend to make us believe."

This means that such considerable differences arise between the various inner cities with respect to individual features important to planning, that these features must basically become the starting points of all planning. "Planning models are not transferable from one inner city to the other. The utmost caution must be exercised with respect to generalizations of any kind."

2. Inner cities are the most complex and heterogenous aspects of the city. Concentrated in them are local and supralocal social functions, "valuable and undesirable hermitages meet, and so do private and communal property, district heating and outhouses, new or well maintained buildings and total dilapidation." Despite the good and sometimes excellent work so far done in the kreis inner cities, we must admit that the material forces used were not enough structurally to improve and continue to use all the stock worth preserving. The importance of this statement, resulting from the above mentioned studies, was also emphasized in the subsequent discussion.

3. Plans and decisions affecting the inner cities must extend beyond 1990. For the sake of expediency they should be linked with the general construction development plans and are therefore not to be prepared by one or even a few institutions. The optimum city specific indices must be the basis of these plans, because customary planning normatives (such as residential density for residential districts, for example) are not transferable to inner cities.

Dr Andrae further dealt with the question why and for what reason urban model construction plans are of importance just now. He cited the strong population decline in the inner cities recorded since 1960 as well as the high average age of the remaining population. Poor housing conditions in the inner cities have caused much of the housing construction to move to the suburbs, and differences in standards were thus further emphasized. The problem of model planning is revealed with particular urgency when freshly painted outsides hide apartments difficult to rent or even boarded up.

The call for the best possible quality of planning focused on the subheading "architecture must be brought to bear on advance planning." Even if the construction volume is small, building projects in the inner city always represent



a major task. Various examples were cited for the fact that even single buildings, well designed and provided with a useful and site-appropriate function, are a considerable gain for the life of the city and the social claims of the citizens. Architects and all those involved in advance planning confront the responsible task as profoundly as possible to comprehend the unique nature of an inner city, adopt it as the starting point for all reflections and plan targets, and thereby more precisely define the positive features of a city.

Prof Dr A. Felz, Institute for Urban Development and Architecture at the GDR Construction Academy and deputy chairman of the central specialist group "reconstruction," talked of the various problems arising in inner-city construction and cited many examples. He dealt with trends and developments by analyzing the competition for inner-city construction for example, that had ended in March 1983. A catalogue for new housing construction in the inner city, drawn up by the Institute for Housing and Social Construction, utilizes the results of that competition. It is an interesting document able to offer a broad range of possibilities (adequate in most cases), provided its proposals and demands are realized. It is worth while to study the catalogue and do everything possible to make its proposals and recommendations prevail.

In the further course of his contribution, Professor Felz cast a critical eye on design problems such as building alignments, height adjustments and the issue of empty space or courtyard design. He also objected to the predilection for perfectionist and ultimate solutions. "All the plans we are sketching today represent an ultimate solution, as if we wanted to finally complete this or that area at a specific point in time. However, a city is never finished, not in 1990 nor in 2000; it is always on the move. And we will have to have the courage to postpone dealing with some problems rather than tackle them here and now at enormous expense and even then possibly get something less than perfect. We need regional development plans representing completed stages.

In this sense the most satisfactory treatment of the spatial structure of district development is not necessarily the one carefully filling in every gap. In any case, it often does no harm whatever to the building line if a new interior view is opened up. Some building gaps have been with us for 40 years and acquired at least the rights due to custom--often they are linked with habits and definite qualitative improvements for building in the interior of the area and the supply of open space."

One problem getting to be obvious as the result of increasing new housing construction in the inner city is that of the inadequate consideration of urban hygiene. Brought about by ground plan developments taking too little (if any) account of placing the apartment in relation to the location of rooms at the noisy or quiet sides of the building, almost incorrigible defects arise to the detriment of the residents. New ground plans must and can avoid such defects.

With regard to the architects' qualifications for handling the design tasks, Professor Felz cited the result of an internal Berlin competition involving new inner city brick buildings. This competition offered opportunities for

entirely new ground plans and facade drawings. It showed that the designers were much closer to prefabrication methods than to the features of the existing buildings. The lecturer considered that the design adopted for the Friedrichstrasse facades should be studied in this context. Involved here is the side facade of the Friedrichstadt Palace which indeed displays the features of good inner-city housing construction. It is well proportioned, the distribution and size of the windows are convincing, the uppermost floor is designed with some sophistication and merges naturally with the roof area; the restrained sculptural ornamentation skillfully disguises the transition from one surface to another; dominating are not the measurements of the outer wall sections but windows, pilaster strips, material and color values.

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#### Central Organs and Facilities of Foreign Trade

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##### Ministerium fuer Aussenhandel (MAH)

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Unter den Linden 44/60, 1080 Berlin  
 Telephone: 23 70  
 Telex: 1 152 361

##### Amt fuer Aussenwirtschaftsbeziehungen der DDR

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Unter den Linden 12, 1080 Berlin  
 Telephone: 2 08 14 00, 2 08 14 01  
 Telex: 1 152 361

Zentrum fuer Information und Dokumentation der Aussenwirtschaft (ZIDA)

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Unter den Linden 44/60

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2 37 23 85

Publication AW-DOKUMENTATIONEN ZUR AUSSEN-  
WIRTSCHAFT:

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Distribution: 2 37 31 54

Telex: 1 152 361

Forschungsinstitut des Ministeriums fuer Aussenhandel (FMA)

---

Clara Zetkin Strasse 114, 1080 Berlin

Telephone: 2 20 29 71

Kammer fuer Aussenhandel der DDR (KfA)

---

Schoenholzer Strasse 10/11, 1100 Berlin

Telephone: 4 82 20

Telex: 114 840

Zentrales Buro fuer Internationalen Lizenzhandel der DDR

---

Schicklerstrasse 5/7, 1020 Berlin

Telephone: 2 14 87 24

Telex: 114 893, 114 894, 114 895, 114 896

Fachschule fuer Aussenwirtschaft "Josef Orlopp" (FAW)

---

Allee der Kosmonauten 20/22, 1136 Berlin-Friedrichsfelde 5

Telephone: 5 40 01 24

Deutsche Aussenhandelsbank AG (DABA)

---

Unter den Linden 24/30, 1080 Berlin

Telephone: 2 28 70

Telex: 114 411, 114 412, 114 462-67

Gesellschaft der Havariekommissare mbH

---

Company head office:

Kippenstrasse 80

1017 Berlin

Mailing address:

P.O. Box 43

1080 Berlin

Telephone: 4 39 79 38, 4 39 88 54

Telex: 112 159

Cable address: HAVAKO Berlin

Main branch office:

Lessingstrasse 12

2500 Rostock

Telephone: 2 23 82

Telex: 31 316

Claims assessment for commodities, equipment and plant of all kinds, ships and their equipment, quay and port facilities, and for construction, assembly and transportation damage

Iberma AG

---

Company for International Business and Market Consultancy

Thulestrasse 44  
1100 Berlin

Telephone: 4 80 80  
Telex: 114 548

Intercontrol GmbH

---

GDR Commodity Control Company

Clara Zetkin-Strasse 112/114  
1080 Berlin

Telephone: 2 28 60

Telex: 114 852, 114 853, 113 195

Commercial commodity controls of all  
kinds, such as quality and quantity con-

trols, reports, assembly supervision, dam-  
age appraisals, manufacturing controls,  
sampling, analyses in own laboratories,  
packaging checks, supervisory and survey-  
ing services

Interwerbung GmbH

---

GDR Company for Advertising and Fairs Abroad

Hermann-Duncker-Strasse 89  
1157 Berlin

Post Office Box 230

Advising on and carrying out advertising  
and publicity for GDR export enterprises;  
Management, planning and organization of  
GDR collective participation in interna-  
tional fairs and exhibitions as well as  
individual and cooperative shows abroad;

Telephone: 5 09 09 81, 5 09 08 81  
Telex: 112 106

Advising foreign interested parties in  
advertising and trade shows in the GDR and  
organization of the appropriate measures;  
Publisher of the export magazines TRADE  
AND TECHNICAL REVIEW and DDR-EXPORT;  
Copublisher of MESSEMAGAZIN INTERNATIONAL  
--The Magazine for East-West Trade

Investcommerz

---

GDR Foreign Trade Enterprise VE /state-owned/

Hausvogteiplatz 3/4  
Berlin 1080  
Telephone: 200 02 91  
Telex: 114 861

Scientific-technical engineering and con-  
struction services for maintenance, recon-  
struction and investments

Leipziger Messeamt

---

Markt 11/15

7010 Leipzig

Telephone: 7 18 10

Fairgrounds Telephone: 88 30

Telex 0 512 294

Preparation and running of the Leipzig  
Spring and Fall Fairs as the most impor-  
tant foreign trade events of the GDR and  
East-West trade;  
Recruitment of exhibitors, buyers and

scientific-technical oriented visitors for attendance at the fairs;  
 Publicity and advertising for the Leipzig Fair and exhibitors;  
 Publication of the fair catalogue, the LEIPZIG MESSE-JOURNAL and the register of sources of supplies "Wer Liefert Was" /Who Supplies What/.  
 Services on behalf of exhibitors;

Construction and equipment of stands;  
 Making available artisans, sales personnel, and so on;  
 Organization of the program of scientific-technical events at the Leipzig Fair;  
 Advice and help to scientific-technical specialized visitors.

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#### VEB Rationalisierungs- und Rechenzentrum Aussenhandel

---

Johannes-Dieckmann-Strasse 4/6  
 1086 Berlin  
 P.O. Box 1247  
 Telephone: 22 40  
 Telex: 114 525  
 Drafting organizational solutions and EDP plans;  
 Collaboration in the drafting and adjustment of rationalization plans;

Data processing with the help of EDP;  
 Analyses on the status of rationalization;  
 Planning and programming center of foreign trade;  
 Carrying out plan and machine oriented training courses and providing information.

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#### Foreign Trade Enterprises and Enterprises with Foreign Trade Functions

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##### VEB Agro-Consult Dresden

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Karcher Allee 49  
 8020 Dresden  
 Telephone: 2 36 10 34  
 Telex: 26 283 acd dd  
 Technical and business advice for plant projects and complex projects on behalf of the project managers in the field of agriculture and the food industry and their processing industries. This includes in particular:  
 -- The preparation of suitability and feasibility studies for the implementation stage;  
 -- Plan drafts and specification terms;

-- Appraisal of the bids and selection of the most promising supply and service firms;  
 -- Drafting the contract terms;  
 -- Supervision of the manufacture of equipment and checks on the testing of the various machines and equipment;  
 -- Supervision of the general supplier and his cooperation partners regarding complete contract fulfillment in the course of implementation, on behalf of the purchaser;  
 -- Training of the operating personnel;  
 -- Other services upon the object being taken into service and in the early stages of operation;  
 -- Providing know-how and licenses.

## Baukema Export/Import

---

Mohrenstrasse 53/54  
1080 Berlin

Telephone: 22 40

Telex: 112 248

Supply and purchase program:

### Export

Machines and equipment for the construction and construction materials industry

Concrete mixing plant, concrete mixers, concrete pumps

Concrete pipe making machines

Vibrators

Motor graders, vibration steamrollers, rubber wheel rollers, combination rollers

Mixed gravel dressing plant

Black top makers

Compacting equipment and machines

Dump trucks

Universal dredgers with hydraulics

Plant for the production of concrete components for housing, social and industrial construction

Filtering tubes for well construction

Machines for working reinforced steel

Jib-gantry rotary cranes

Scaffolding

Traveling platforms

Structural components and accessories for traffic bridges

Steel pipes for well construction

Large dumpsters

Industrial robots

Structural components, spare and replacement parts for earth moving machines

Sliding construction equipment

Scientific-technical services for the above commodity nomenclature

### Import

Earth moving and road construction machines

Equipment for the construction and construction materials industry

Drilling devices and equipment for geological exploration as well as for petroleum and natural gas production

Plant for the production of concrete and concrete products

Plant for the production of construction materials and substances

Plant for the production of sewer pipes

Berliner Import-Export-Gesellschaft mbH

---

Am Falkenberg

1185 Berlin

Telephone: 6 81 20

Telex: 113 282, 113 283

International trade transactions of all kinds, investments and participations

Buchexport

---

GDR Foreign Trade Enterprise

Leninstrasse 16

7010 Leipzig

Telephone: 7 13 70

Telex: 051 678

Supply and Purchase Program:

Exports and Imports

Books

Brochures

Newspapers

Periodicals

Art prints

Sheet music

Records/cassettes

Maps

Atlases

Globes

Foreign Trade Enterprise

Carl-Zeiss-Strasse 1

6900 Jena

Telephone: 83 22 46

Telex: 5 886 242

Supply and Purchase Program:

Export

Observatoriums

Planetariums

Astronomic training cabinets

Scientific laboratories

    metallographic laboratories

    mineral testing laboratories

Survey agencies and equipment

    photogrammetric laboratories

Precision measuring centers

    ophthalmological centers

    optometric businesses (mobile and stationary)

    optometric workshops

    laboratory equipment for universities and technical schools

Individual parts and apparatus made of glass

Licenses, workshops, scientific-technical services, educational exports

Surveying devices

    levels

    theodolites

    electro-optical tachymeters

    nautical devices

    compasses

Appliances for photogrammetry

    devices for aerial photography

    devices for laboratory technology

    stereo mapping devices

    appliances for analytical photogrammetry

    appliances for terrestrial photogrammetry

    devices for long-distance exploration of the earth

Devices for microscopy, microphotography, microprojection and micropreparation

Devices for optical medical equipment

    surgical microscopes

    ophthalmological devices

Devices for manufacturing measuring equipment

Optical analysis measuring devices

Microlithographic devices for production and control in the microelectronic industry

Devices for information technology

    magnetic tape storage

    microfilm devices

Computer components

Field glasses and telescopes

Lenses

    camera lenses

    television lenses

    reproduction lenses

Ophthalmic articles and optotechnical devices

    special visual aids and devices for

    spectacle glass definition

    spectacle lenses and frames

    optotechnical devices

Optical components

Other optical devices

Glass lasers

Optical glass

Domestic glassware

Import

Surveying devices

Devices for photogrammetry

devices for microscopy, microphotography, microprojection and micropreparation

Astronomic devices

Devices for manufacturing measurement equipment

Optical analysis measuring devices

Special computer components

Field glasses and telescopes

Ophthalmic articles and optotechnical devices

Unframed spectacle lenses

Special equipment for the manufacture of optical and precision products

Laser devices

Ultrasonic materials testing devices and plant

Devices for microstructure equipment



Measurement and testing devices for geometric dimensions  
Optical glass  
High-temperature heating elements  
Magnetomotor storage (digital)  
Crude diamonds, diamond board, rock crystal

Ovenproof domestic glassware, pressed and blown  
Synthetic diamonds, synthetic crystals  
Devices for optical medical equipment  
Electron microscope  
Scientific-technological services

#### Chemie-Export-Import

---

#### GDR Foreign Trade Enterprise

Storkower Strasse 133  
1055 Berlin  
Telephone: 4 32 20  
Telex: 0 112 171 ahbc dd  
Supply and Purchasing Program  
Export and Import  
Anorganic chemicals  
Organic chemicals  
Oil and tar products  
"Romonta" montan wax  
Plastics and plastic products  
Polyurethane  
Rubber and rubber products

Plant protective agents and pesticides  
Lacquers and paints  
Organic dyes and intermediates  
Finishing agents for the textile and leather industry  
Household chemicals  
Cosmetics  
Soaps and candles  
Perfumes, aromatics and essences  
Special chemical-technical products  
Technical carbon and graphite products

Aussenhandelsbereich Agrochemie Export-Import im VE AHB Chemie-Export-Import (foreign trade section for agriculture chemicals)

Supply and Purchasing Program  
Export and Import  
Ammonia  
Nitrogen fertilizers (urea)  
Raw materials for nitrogen and phosphate fertilizer  
Fodder phosphate

Plant protective agents and pesticides  
Basic anorganic chemicals  
Basic organic chemicals  
Chemical-technical products  
Natural greases and grease products  
Washing and cleansing agents

Aussenhandelsbereich Bitterfeld-Chemie-Export-Import im VE AHB Chemie-Export-Import

Supply and Purchasing Program:  
Export and Import  
Anorganic and organic chemicals  
Calcined soda  
Organic dyes and auxiliary agents  
Silicones and carbon fluorides

Wofatite synthetic resin ion exchanger  
Chemical-technical products  
Technical carbon and graphite products  
Silicate carbide heating rods  
Textile auxiliary agents  
Leather auxiliary agents  
Tannic acid

Aussenhandelsbereich Buna-Schkopau Export-Import im VE AHB Chemie-Export-Import

Supply and Purchasing Program:

Export and Import

Plastic raw materials

Semifinished plastic goods

Plastic auxiliary agents

Synthetic rubber

Special organic products

Solvents

Aussenhandelsbereich Kosmetik Export-Import im VE AHB Chemie-Export-Import (foreign trade section for cosmetics and accessories)

Supply and Purchasing Program:

Export and Import

Essential Oils

Aromatics, essences and flavorings

Alkyl benzene

Camphene

Carboxymethyl cellulose

Sodium sulfate decahydrate

Isobornyl acetate

Natural and synthetic fatty acids and fat alcohols

Olein, stearin

Synthetic fragrances

Cosmetics

Toilet soap

Metal tubes, aerosol containers

Toothpaste and mouthwash

Aussenhandelsbereich Lacke und Farben Export-Import im VE AHB Chemie-Export-Import (foreign trade section for lacquers and paints)

Supply and Purchasing Program:

Export and Import

Paint for vehicle construction

Paint for farm machinery construction

Paint for ship construction

Paint for railcar construction

Paint for special fields

Protective paint for structures

Anticorrosive paint and anticorrosive services

Anorganic white and colored pigments

metal container lacquers

Effect varnishes

Electric insulating varnish

Furniture varnish

Colored machine varnish

Printing ink

Leather coating colors

Auxiliary agents for printing

Alkyd resin paint

Road marking colors

Alkyd resins

Hard resins

Oracal foil

Microlux film

Aussenhandelsbereich Leuna-Chemie-Export-Import im VE AHB Chemie-Export-Import

Supply and Purchasing Program:

Export

Amines

Methyl amines

Ethyl amines

Trikresole (unexplained)

Resins and raw material for varnish

L2 resins

L3 resins

condensates

Catalysts

Solvents

dimethyl formamide

acetone

isobutanol

Intermediate and auxiliary products for plastics and synthetic fibers

LE waxes

plasticizers MS

Plastics and plastic products

Mirathen

Miravithen

Miramid

Epoxy resins

Nitrogen products and products for agriculture

ammonium bicarbonate

ammonium chloride

ammonium hydroxide

hydrazine

Formaldehyde glue and setting agents  
 Technical oils  
     KM 33  
     cracked oil  
 Detergent bases  
     KW 50  
     E 30  
     Metaupon (unexplained)  
 Xylene fraction  
 Glues  
Imports  
 Ethyl amines  
 Creosoles  
 Gases  
     nitrogen  
     argon  
     oxygen

Catalysts  
 Resins, intermediate resin products and  
 raw materials for varnish  
     epichlorhydrin  
     trimethylpropane  
 Solvents  
     isobutanol  
     methanol  
 Intermediate and ancillary products for  
 plastics and synthetic fibers  
     Buten 1  
     caprolactam  
     phenol  
 Plastics and plastic products  
     HDPE  
     polyamide  
     epoxy resins  
 Glues

Aussenhandelsbereich PCK Export-Import im VE AHB Chemis-Export-Import

Supply and Purchasing Program:

Export and Import

Gasoline  
 Diesel fuel  
 Aviation fuel  
 Turbine fuel  
 Boiling range, test and special  
 gasolines  
 Heating oil  
 Liquid gas  
 Lubricants and special oils  
 Fibrous raw materials  
 Additives  
 Aromatic hydrocarbons  
 Sodium cyanide  
 Olefins  
 Paraffin, special paraffin, candles  
 Montan wax and synthetic waxes  
 Bitumens and building preservatives  
 Solvents  
 Leather and floor care products

Car care products  
 Metallic sodium  
 Activated carbon  
 Camphor  
 Cellulose derivatives  
 Plyterephthalate (unexplained)  
 Modifiers  
 Carbon disulfide  
 Pyridines and homologs  
 Crude and purified naphthalene  
 Organic compounds (Trioxane)  
 Tall resin  
 Hydrocarbon resins  
 Coal-tar oil and pitch  
 Petroleum coke  
 Fuller's earth  
 Transformer oil components  
 DCPD  
 Methyleneethylketone  
 Rubber plasticizers (Faktis)

Aussenhandelsbereich Plast- und Elastverarbeitung im VE AHB Chemie-Export-Import  
 (foreign trade section for plastics and rubber processing)

Supply and Purchasing Program:

Export and Import

Asbestos products  
 Decorative laminated plastics  
 Shapes made of thermosetting plastics  
 and thermoplastics  
 Rubber mixtures

Natural rubber  
 Phenol glues and resins  
 Carbon blacks  
 Boot and sole material  
 Technical houses  
 Conveyer belts and cone belts  
 Water glass

Aussenhandelsbereich SYS-chemie-Export-Import im VE AHG Chemie-Export-Import

Supply and Purchasing Program:	Block flexible foam
<u>Export and Import</u>	Explosives
SYSpur /trademark/ polyurethane systems	Nitro aromatic substances
Systanat polyurethane raw materials	Adipic acid
SYStol /trademark/ polyurethane raw materials	Aniline
syspur /trademark/ parting compound	Chloroparaffin
	Licenses

Chemieanlagen Export/Import

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GDR Foreign Trade Enterprise

Storkower Strasse 120  
1055 Berlin

Telephone: 4 35 20

Telex: 112 916 caei dd

Supply and Purchasing Program:

Export

Plant for oil and natural gas processing (oil processing, natural gas drying and desulfurization, oil distillation)

Petrochemical plant (manufacture of butanols and butylaldehydes by oxosynthesis, high-pressure polyethylene post processing)

Plant for the manufacture of synthetic fiber fabrics (chemical part of polyester manufacture, caprolactam manufacture and cleaning, polyamide manufacture)

Low temperature plant (air separation plant, residual gas synthesis separation plant)

Plant for sodium manufacture

Fuel depots

Plant sections for sugar factories (centrifuge sets, filter plant)

Evaporating plant

Alcohol plant

Individual equipment and processing lines for the chemical industry

Scientific-technical results and services (know how and licenses) linked to the above mentioned supply program

Import

Individual equipment and processing lines for the chemical industry

Scientific-technical results and services linked with individual equipment

VEB Construction-Consult Dessau

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Wilhelm-Pieck-Strasse 31

P.O. Box 290

4500 Dessau

Telephone: 79 80

Telex: 488 247 iprode

Service Program:

Advice and other services for foreign customers in the field of construction. This includes in particular:

- The preparation of studies, reports, test documents;
- The preparation of plans, proposal requests and contracts, evaluation and selection of bids;

-- Carrying out exploration and surveying work;

-- Carrying out planning services including project supervision;

-- Assuming coordination and supervisory tasks as well as the acceptance of construction and assembly work;

-- Customer service;

-- Selection and training of skilled personnel.

DEFA-Aussenhandel

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GDR Foreign Trade Enterprise

milastrasse 2

1058 Berlin

Telephone: 4 40 08 01

Telex: 114 511 defafilm

Supply and Purchasing Program:

Export and Import

Feature films documentaries, children's films, instructional and educational films

Cartoons

Test and measuring films

Copying services and other services relevant to films

Demusa

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GDR Foreign Trade Enterprise

Leninstrasse 133

9652 Klingenthal

Telephone: 23 41

Telex: 77 920 77 952

Supply and Purchasing Program:

Export

Pianos and concert grands

Piano parts

Organs

Accordions

Electronic keyboard instruments and amplifiers

Historic keyboard instruments

electronic bugle horns

Wood and metal wind instruments

Mouth organs and accordions

Stringed and plucked instruments

Percussion instruments

Other musical instruments

Accessories and components for musical instruments

Musical toys

Genuine and custom jewelry

Tin items

Artificial flowers and similar items

Festive and joke items

Dried bouquets

Chenille and Easter items

Decorative items

Christmas decorations

Artificial fruit

Metal badges

Leather watchbands

Brooms, brushes, paint brushes

PVC bristles

Writing instruments

Bath and toilet articles

Beauty supplies

Manicure sets

Paper collars

Import

Musical instruments and accessories

Body ornaments

Precious and semiprecious stones

Crude amber

Pearls and mother-of-pearl

Diamonds and strass

Brooms, brushes, paint brushes

Cutlery material

Writing instruments

## VEB Elektro-Consult Berlin

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Alexanderplatz 6

1026 Berlin

Telephone: 21 80

Telex: 115 034 ecb

Program of Services:

Consultancy and other services for foreign customers designed to prepare plant exports. the veb Elektro-Consult Berlin therefore carries on business and technical consultations abroad in the following fields:

- Plant and equipment for electric energy transmission and distribution;
- Telecommunication plant and equipment;
- Railroad safety and signalling plant;
- Electronic data processing plant and office equipment;
- Plant for the construction of scientific devices
- Professional training for the above fields;
- Workshops for electrical engineering and electronic devices

Services are concentrated on the following groups of assignments:

- Technical and business advice abroad for plant projects and complex projects;
- Drafting of analyses, suitability and feasibility studies;
- Drafting of plan projects and proposal terms;
- Appraisal of bids and selection of the most promising supply and service enterprises;
- Drafting of contract terms and contracts;
- On behalf of the buyer supervising the general supplier and his cooperation partners respecting full contract fulfillment;
- Training of operating personnel;
- Handling of license, know-how and software transactions arising from the consultancy services;
- Other services after the plant begins operations and in the early stages of operation.

## Elektronik Export-Import

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### GDR Foreign Trade Enterprise

Alexanderplatz 6

1026 Berlin

Telephone: 21 80

Telex: 114 721

Supply and Purchasing Program:

Export and Import

Active structural elements

- special tubes
- receiving valves
- integrated circuits (analog, digital)
- transistors
- diodes
- rectifiers
- opto-electronic structural elements
- delay lines
- protective pipe contacts
- high-purity metals
- silicon discs

Semifinished articles for the production of  
active structural elements  
glass tubes

Passive structural elements

- fixed resistors
- adjustment controller
- potentiometer
- semiconductor resistors
- precision resistance networks
- ceramic condensers
- ceramic trimmers
- plastic foil condensers
- electrolytic condensers
- quartz filters and mechanical filters
- plug connections
- light wave conductor plug connections
- illuminated keys
- rotary switches
- DIL switches

DIL-IC sockets	Special technological equipment
printed circuit boards	vaporization plant
foil keyboards	freeze drying plant
ferrite products	vacuum and high-vacuum valves
piezoelectric buzzers	vacuum and high-vacuum pumps
Watches	wire and chip bonders
men's wrist watches	automatic multiple probe key (wafer prober)
self-winding men's wrist watches	CVD plant
men's quartz wrist watches	molded cable laying machines
ladies' wrist watches	atomizer plant (sputter plant)
ladies' quartz wrist watches	laminar boxes (dust free work places)
alarm clocks	adjustment and lighting equipment
quartz alarm clocks	automatic assembly machines for protected contacts
timers	printed circuit board drilling and milling machines
chess timers	varnish coating and varnish development plant
living room and kitchen clocks (quartz)	Processing centers
quartz nautical chronometers	Equipment for the production processes of the semiconductor industry
Technical consumer goods	Licenses for the manufacture of special technological equipment, vacuum, equipment and structural elements
pocket calculators	Know how
chess computers	
clock radios	
stop watches	
Meteorological devices	
barometers	
hygrometers	
complete weather stations	

## Elektrotechnik Export-Import

### GDR Foreign Trade Enterprise

Alexanderplatz 6	Test, control and regulating plant for process automation
1026 Berlin	Standard motors, single-phase motors, slip-ring rotor engines, direct-current motors, geared engines, motors of the external rotor type and high-tension motors
Telephone: 21 80	Electrohydraulic actuated devices
Telex: 112 844	Gasoline and diesel electric generating sets
Cable address: ELEKTROEXIMP	Constant tension generators
Supply and Purchasing Program:	Plant and equipment for telecommunications, transmissions and radio
<u>Export and Import</u>	Radio and telephone plant
Electricity transmission and distribution plant	Studio equipment
Energy supply plant for industrial plants, steel works and rolling mills, cement factories and chemical factories	Cables and lines
High-voltage test plant and equipment	Devices and equipment for resistance, arc and gas welding
High and low tension switchgear	Plasma fusion cutting equipment
High tension devices of all kinds	Electric industrial furnaces
Performance testing plant	
High-tension fittings and power lines	
Railroad signalling and safety equipment	

NF and MF induction smelting plant  
MF induction forging, hardening and  
annealing installations  
Varnishing installations

Galvanizing installations  
Electric insulation materials and base  
materials for printed circuits  
Cathode ray equipment  
Scientific-technical results  
License issue for electrical engineering  
installations, products and workshops

Aussenhandelsbereich Automatisierungsanlagenbau Export-Import im VE AHB Elektro-  
technik Export-Import (foreign trade section for automation plant construction)

Supply and Purchasing Program:

Export and Import

Industrial measuring, control and  
regulating technology plant  
Signalling and safety installations  
for traffic  
Industrial control installations  
Devices and installations for super-  
vision, regulation and control  
(GRW Teltow)

Separators

Nonnumerical controls and devices of elec-  
trical engineering  
Numerical controls  
Static frequency changers  
Power resistors (excluding heating ele-  
ments)  
Structural elements, spare and replacement  
parts as well as services  
Scientific-technical services

Aussenhandelsbereich Elektroenergieanlagenbau Export-Import in VE AHB Elektrotech-  
nik Export-Import (foreign trade section for electricity plant construction)

Supply and Purchasing Program:

Export and Import

Electricity transmission and distri-  
bution plant  
Transformers  
Converters  
Impedance coils from 6.3 kVA  
High-tension switchgear and accessories

Switching, transformer and rectifier sta-  
tions  
Medium tension distributions  
High tension distributions  
NS control fields, equipment and distribu-  
tors  
High-tension fittings  
High-tension test installations  
Structural elements, spare and replacement  
parts  
Scientific-technical services

Aussenhandelsbereich KWO Kabel und Leitungen Export-Import im VE AHB Elektrotechnik  
Export-Import

Supply and Purchasing program:

Export and Import

Cables and lines  
Wire coil machines  
Structural elements, spare and replace-  
ment parts for twisting and cable  
machines

Fittings for power and telephone cables  
as well as power transmission lines  
Plug devices for cables  
Plug connectors for cables  
Scientific-technical services



Aussenhandelsbereich LEW Elektrotechnische Ausruestungen Export-Import im VE AHB Elektrotechnik Export-Import (foreign trade section for electrotechnical equipment)

Supply and Purchasing Program:  
Export and Import

NF smelting plant, MF smelting plant and installations  
MF induction smelting furnaces  
Electron beam smelting furnaces  
Electrical industrial furnaces  
Machines and equipment for smelting nonferrous metals  
Devices and equipment for welding, various welding processes including welding electrodes and accessories  
Plasma cutting and welding devices  
Heating machines and plant

Hot quenchers  
Equipment for the manufacture of metallic coatings and metal separation  
Installations for applying, drying, sintering and marking  
Anodes  
Electric insulation material  
Power factor adjustment condensers  
Components for traction motors  
Laminated paper panels  
Ancillary installations, accessories, spare and replacement parts for equipment to treat metallic surfaces  
Scientific-technical services

Aussenhandelsbereich RFT Nachrichtenelektronik Export-Import im VE AHB Elektrotechnik Export-Import (foreign trade section for communication electronics)

Supply and Purchasing Program:  
Export and Import

Telephone exchanges  
Telex and data equipment installations to 2-- Bd  
Transmission installations  
Radio installations  
Exchange installations  
Telephone and telegraph terminal installations  
Transmission installations for telephone and telegraph  
Intercommunication and two-way devices  
Transmitters and receivers for commercial services  
Studio technical installations  
Transmitting aerials (without radio link)

Commercial receiving antennas  
Transmission installations for data by communication channels  
Telephone sets, telephone gear  
Electroacoustic amplifiers  
Tape warning devices  
Electronic test amplifiers, calibration services, tension circuits and devices for field intensity and field interference measurement  
Molded cables  
Group signalling plant and installations  
Accessories, replacement parts, structural elements and services  
Scientific-technical services  
Commission processing

Aussenhandelsbereich VEM Elektromaschinen Export-Import im VE AHB Elektrotechnik Export-Import (foreign trade section for electric machinery)

Supply and Purchasing Program:  
Export and Import

Generator sets with Otto or diesel engine drive  
stationary and movable  
for alternating and direct current up to 5 or 10 kW  
Electromagnetic couplings and brakes

Alternating, direct and rotary motors  
Standard geared engines  
Gasoline and diesel electric generator sets  
Structural elements, spare and replacement parts  
Scientific-technical services

## Fischimpex Rostock

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### GDR Foreign Trade Enterprise

An der Jaegerbaek 1

P.O. Box 42

2510 Rostock 5, Marienehe

Telephone: 81 00

Telex: 031 309 fimex

Supply and Purchasing Program:

Export and Import

Ocean fish, fresh and frozen

Sweet water fish, fresh and frozen

Shellfish, coastal and ocean mammals and ocean products

Products of fish processing (processed fish, fish fillets)

Chopped and finely chopped fish products or fish mixtures, frozen

Salted fish

Smoked fish

Other products of fish processing, by-products

Canned fish

Preserved fish

Semiready dishes

Licenses for scientific-technical services of the fishing business

Rights to carry on fishing and ancillary operations

Commission processing of fish, crustaceans and other ocean products

Services by production, transportation and auxiliary ships for fishing business tasks

Services within the framework of cooperations

Training and further education of foreign workers by the GDR fishing industry

Dispatch of GDR fishery exports to assist the fishing industry of other countries

Fishing tools for the fishing industry

Machines and equipment for fish processing manufactured by the Rostock Fish Combine

VEB

### Fortschritt Landmaschinen Export-Import

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### GDR Foreign Trade Enterprise

Bruno-Taut-Strasse 4

1185 Berlin

Telephone: 6 82 20

Telex: 112 191

Supply and Purchasing Program:

Export and Import

Tractors

Machines and equipment for grain and cereal harvesting

Combine harvesters, swath mower, chaff cutter, high-pressure presses

Machines and equipment for the potato and beet harvest

Silo installations

Plant and equipment for dairies, milk processing and animal husbandry

Agro complexes

Loaders

Loading installations, farm transport installations

Machines and equipment for farm mechanization and liquid manure distribution

Plant and equipment for meat processing, the beverage, baking and packaging industries

Plant for foodstuffs equipment

Institutional kitchens

Vending machines

Roller chains

Reinforced hoses

Steel flasks

Fire extinguishers

Scales

Diesel engines

Plant and equipment for the mull and mixed feed industry

Essential and nonessential food machines

## Forum

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### Commercial Company with Limited Liability

Storkower Strasse 139 b  
1055 Berlin

Telephone: 4 35 80  
Telex: 0 114 992

Fruchtimex

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### GDR Foreign Trade Enterprise

Schicklerstrasse 7  
1020 Berlin  
Telephone: 2 14 80  
Telex: 114 686, 114 688  
Supply and Purchasing Program:  
Export  
Fruit  
Fresh vegetables  
Processed fruit and vegetables  
Potatoes  
Import  
Fruit

Fresh vegetables  
Citrus fruit  
Products of the fruit and vegetable processing industry  
Other edible products of forestry (for example mushrooms, huckleberries, wild berries)  
Frozen fruit and vegetables  
Citrus juices  
Citrus concentrate  
Dried citrus fruit  
Nuts in the shell (excepting peanuts)  
Potatoes

### Genussmittel Import-Export

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### GDR Foreign Trade Enterprise

Thaelmannplatz 2  
1086 Berlin  
Telephone: 2 20 28 11  
Telex: 112 353  
Supply and Purchasing Program:  
Export  
Candies and cookies  
Chocolate filling  
Raw mass  
Baked goods  
Frosted cakes  
Rye wafers  
Roasted coffee  
Alcoholic drinks  
Champagne  
Beer  
Brewing malt  
Brewing sugar  
Nonalcoholic drinks  
Refined liquid sugar  
Sugar beet syrup  
Pasta

Dehydrated soups, dried peas  
Malt meal  
Malt extract  
Whisky malt  
Flour for rolls  
Cake flour, special flours  
Cornflakes  
Baking powder  
Vanilla sugar  
Dry mustard  
Diet foods  
Aromas  
Spices  
Tobacco  
Manufacturing and trade mark licenses of the GDR food industry  
Import  
Candies and cookies  
Raw coffee  
Cocoa beans, cocoa paste and cocoa powder  
Cocoa butter and cocoa butter substitute  
Drink mixes

Tea  
 Alcoholic beverages  
 Wines and champagne  
 Beer  
 Raw spirit  
 Distilled spirit  
 Wine distillate  
 Fermentation alcohol  
 Ethanol  
 Fusel oil  
 Hops, hop products  
 Brewing malt  
 Dried fruit

Baking yeast  
 Aromatica from natural raw materials  
 Salad dressing, broth, sauces, meat extract,  
 instant soft beverages  
 Spices  
 Cigarettes, cigars  
 Raw tobacco  
 Tobacco dust  
 Tobacco aroma  
 Acetate fibers for the production of  
 filter cigarettes

Aussenhandelsbereich Getraenke Import-Export im VE AHB Genussmittel Import-Export  
 (foreign trade section for beverages)

Supply and purchasing program:

Export and Import

Alcoholic beverages  
 Table wines  
 Sparkling wines and champagne  
 Beer  
 Raw spirit  
 Distilled spirit  
 Wine distillate

Fermentation alcohol  
 Ethanol  
 Fusel oil  
 Hops, hop products  
 Brewing malt  
 Brewing sugar  
 Nonalcoholic beverages  
 Brewery by-products  
 Licenses of the beverage industry

Aussenhandelsbereich Nahrungsmittel/Kaffee Import-Export im VE AHB Genussmittel  
 Import-Export (foreign trade section for food/coffee)

Supply and purchasing program:

Export and Import

Packaged cookies  
 Fresh baked goods  
 Iced cakes  
 Rye wafers  
 Pasta  
 Cornflakes  
 Dehydrated soups, dried peas  
 Malt flour  
 Malt extract  
 Flour for rolls  
 Cake flour, special flours  
 Dry mustard  
 Diet foods  
 Spices

Aromatica from natural raw materials  
 Baking powder  
 Yeast for baking  
 Yeast extract  
 Dried fruit  
 Salad dressing  
 Broths, bouillon cubes  
 Sauces, dehydrated and liquid  
 Beef extract  
 Instant soft drinks  
 Coffee  
 Tea  
 Licenses of the food and coffee industry

Aussenhandelsbereich Suesswaren Import-Export im VE AHB Genussmittel Import-Export  
(foreign trade section for candy and chocolate)

Supply and Purchasing Program:

Export and Import

Candies of all kinds  
Filling for chocolates  
Raw mass  
Refined liquid sugar

Cocoa beans, cocoa paste, cocoa powder  
Cocoa butter and substitute  
Drink mixes  
Vanilla sugar  
Sugar beet syrup  
Licenses of the candy industry

Aussenhandelsbereich Tabak Import-Export im VE AHB Genussmittel Import-Export (for-  
eign trade section for tobacco and tobacco products)

Supply and Purchasing Program:

Export and Import

Cigarettes  
Cigars  
Raw tobacco

Tobacco processed for smoking  
Tobacco dust  
Tobacco aroma  
Acetate fiber for the production of  
filter cigarettes  
Licenses of the tobacco industry

Germed-Export-Import

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GDR Foreign Trade Enterprise

General director:

Glienicker Weg 125/127  
1199 Berlin

Telephone: 67 90

Telex: 0 112 740, 0 113 026

Trade section, accounting and  
statistics section:

Schicklerstrasse 5/7  
1020 Berlin

Telephone: 2 14 80

Telex: 0 114 571

Supply and Purchasing Program:

Export and Import

Pharmaceuticals, serums, vaccines and  
diagnostic agents for human and veterina-  
ry medicine

Pharmaceuticals for dentistry, dental  
and ancillary materials

Pharmaceutical chemicals, chemical raw  
materials and intermediate products

Plasters, bandaging materials, temporary  
skin replacement, medical rubber goods

Drugs

Hygiene products

Biochemicals, laboratory and industrial  
chemicals

Xanthogenate

GISAG Export-Import

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GDR Foreign Trade Enterprise

Koepenicker Strasse 127/129

1020 Berlin

Telephone: 2 70 20

Telex: gisex dd 114 163

Supply and Procurement Program:

Export and Import

Foundry plant

Plants of the INEX VEB

Blast media from ferrous materials	Molds and other equipment of cast iron with laminate graphite
Cast products of cast iron with laminate graphite (excluding chilled casting)	Machines and equipment for foundries
Cast products of cast iron with globular graphite (excluding chilled casting)	Structural elements for machines and equipment for foundries
Cast products of chilled casting and other wear resistant iron-carbon alloys	Foundry machine and equipment components
Cast products of malleable iron (excluding annealing pots and malleable castings for fittings)	Replacement parts for foundry machines and components
Cast products of steel castings (excluding annealing pots)	Master pattern tools for the foundry industry
Cast products of aluminum and aluminum alloys	Induction heating machines (casting installations)
Cast products of magnesium and magnesium alloys	Light outlet pipes
Cast products of heavy metal and heavy metal alloys	Molded fittings for light outlet pipes
Cast iron sectional boilers for low pressure steam and hot water supply	Cast iron radiators
	Chemical auxiliaries and chemical products for the metal industry (excluding chemical auxiliaries for electroplating and enameling)
	Carburization material

Glas-Keramik

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GDR Foreign Trade Enterprise

Kronenstrasse 19/19a	Meissen porcelain
1080 Berlin	Stoneware
Telephone: 2 05 70	Ceramic raw materials
Telex: 114 661, 114 662, 114 663, 114 664	Licenses and know how for glass and ceramics machinery
Supply and Purchasing Program:	Plate and building glass products
<u>Export and Import</u>	Technical glassware
Household glassware	Glass containers and glass packaging
Lead crystal	Glass fiber products
Household and hotel china	

Aussenhandelsbereich Behaelterglas - Glasseidenerzeugnisse Export/Import im VE AHB  
Glas-Keramik

Supply and Purchasing Program:	Other glass packaging
<u>Export and Import</u>	Vacuum flasks and containers
Sodium silicate in pieces	Glass fiber products
Lighting glassware	Fiberglass products
Beverage bottles	Cotton for ear plugs
Canning containers	Foam glass-Coriglass

Aussenhandelsbereich Bleikristall - Wirtschaftsglas Export/Import im VE AHB Glas-Keramik (foreign trade section lead crystal - domestic glassware)

Supply and purchasing program;	Household glassware, blown and pressed
<u>Export and Import</u>	Electric lighting glassware
Lead crystal	Searchlight glassware

Aussenhandelsbereich Feinkeramik - Meissner Porzellan Export/Import im VE AHB Glas-Keramik

Supply and purchasing program;	Dolomite
<u>Export and Import</u>	Clay and loam
Household and hotel china	Quartz sand
Meissen porcelain	Powdered quartz
Decorative china	Pebble flint
Decorative earthenware	China clay
Household earthenware	Firing media
Feldspar	Natural sponges
	Decals for ceramics

Aussenhandelsbereich Flachglas Export/Import im VE AHB Glas-Keramik (foreign trade section plate glass)

Supply and Purchasing Program:	Profile glass
<u>Export and Import</u>	Colored glass panes
Glass tableware and mirror glass	Welders' glass shields
Thin glass	Single and multiple layer safety glass
Float glass	Thermal panes
Rolled glass with and without wire reinforcement	Mirrors

Aussenhandelsbereich Glas- und Keramikmaschinen Export/Import im VE AHB Glas-Keramik (foreign trade section glass and ceramics machines)

Supply and Purchasing Program:	Plant for the production of fireproof products
<u>Export and Import</u>	Machines and equipment for the manufacture of fireproof products
Plant for the glass industry	Structural elements, spare and replacement parts for machines and equipment for the manufacture of glass, ceramic and fireproof products
Machines and equipment for the manufacture of glass products	Scientific-technical services for the above mentioned goods nomenclature
Plants for the manufacture of household and industrial ceramic products	
Machines and equipment for the manufacture of household and industrial ceramic products	

Aussenhandelsbereich Technisches Glas Export/Import im VE AHB Glas-Keramik (foreign trade section technical glassware)

Supply and Purchasing Program:

Export and Import

Technical products made of glass (quartz glass/quartz ware)

Laboratory apparatus and technical devices made of glass, glass pipelines  
Thermometers of all kinds, including technical, household and medical thermometers

Chemical-technical products made of china or china-like material

Chemical-technical hollow glassware

Finest granule test sieves

Glass tubes

Glass rods

Eyes

All-glass syringes

Glass melting pots

Fused quartz

Television tubes

Colored glass parts for television picture tubes

Christmas tree decorations

Heim-Electric Export-Import

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DR Foreign Trade Enterprise

Alexanderplatz 6

1026 Berlin

Telephone: 21 80

Telex: 0 114 555 to 0 114 559

Supply and Purchasing Program:

Export and Import

Entertainment electronics devices

Electrical household appliances

Lighting fixtures

Photo flashes

Photographic and cinematographic equipment

Switching devices and installation material

Measuring, control and regulating devices

Electrotechnical ceramics/electrotechnical porcelain

Galvanic elements and batteries

Licenses and know how for workshops for electric installation material, electrotechnical ceramics, spark plugs, electrical household appliances, motor protection, cam switches

Aussenhandelsbereich AKA Elektrohaushaltgeraete Export-Import im VE AHB Heim-Electric Export-Import

Supply and Purchasing Program:

Export and Import

Floor care devices

Meal preparation appliances (excluding electric stoves)

Physical culture appliances

Home air conditioning appliances

electric heating appliances (excluding storage heaters)

Laundry care devices (excluding washers and household ironing machines)

Hot water boilers

Infrared and ultraviolet table irradiation appliances

Power packs for telecommunications

Spare parts and replacement parts, structural elements and services



Aussenhandelsbereich EAW Automatisierungstechnik Export-Import im VE AHB Heim-Electric Export-Import (foreign trade section for automation)

Supply and Purchasing Program:	Electronic subassemblies and installations
<u>Export and Import</u>	Magnetic floating switch
Measuring devices for volume and through-put	Electronic regulating units and controls
Analysis measuring devices for gases and liquids	Manual and remote controlled circuit breakers
Liquid gauges	Process control devices
Electrical measuring devices and measuring installations	Motor protection devices
Electric regulators and measuring instruments	Air break contactors
Controllers without auxiliary energy	Cam switches
Manometric pressure, temperature and motor vehicle gauges	Shock protection switches
Initiators	Control and message devices
Pneumatic measuring, control and testing installations	Circuit interruptors, circuit breakers and other switches
Meters and impulse transmitters	Switching and control magnets
Mechanical dynamometers and thrust gauges	Small transformers
	Rectifiers
	Relays
	Ultrasound and degreasing installations
	Spare parts and replacement parts, sub-assemblies and services

Aussenhandelsbereich Elektrokeramik Export-Import im VE AHB Heim-Electric Export-Import (electrotechnical ceramics)

Supply and Purchasing Program:	Installation material for ship construction and industry
<u>Export and Import</u>	Circuit interruptors, circuit breakers and other switches
Plug devices	Switching and distribution plant plant
Lamp sockets	CEE*and DIN*plug devices
Fuses	Electrotechnical porcelain
Clamps	Porcelain insulators, shielded and unshielded)
Connection materials	Voltage arresters
Mechanical installation material (not for road vehicles)	Bushings as per IEC*and DIN*
Explosion and lightning protected installation material and explosion and lightning protected lighting fixtures	Licenses and know how for workshops

\*European, German and international standards

Aussenhandelsbereich Fahrzeugelektrik Export-Import im VE AHB Heim-Electric Export-Import (vehicle electrics)

Supply and Purchasing Program:	Galvanic elements
<u>Export and Import</u>	Lead batteries
Vehicle electrics for bicycles, motor cycles, cars, trucks, farm machines	Miners' lamps
Car light bulbs and tubular lamps	Spark plugs
	Accessories, subassemblies and services

Aussenhandelsbereich NARVA Export-Import im VE AHB Heim-Electric Export-Import  
(foreign trade section lighting)

Supply and Purchasing Program:  
Export and Import

Commercial lighting fixtures  
Domestic lighting fixtures  
Functional lighting fixtures  
Street lighting fixtures  
Movie, television and stage lighting  
Searchlights  
Exterior lighting fixtures  
Flashlights  
Infrared heat lamps for medical and  
animal husbandry purposes  
Sun lamps  
Multipurpose lamps

Functional and decorative lamps  
Fluorescent lamps  
Power supply units  
Mercury vapor lamps  
Sodium vapor lamps  
Halide metal vapor lamps  
Photographic and reflector lamps including  
halogen lamps  
Flash bulbs  
Signal lights  
Neon lamp  
Special discharge lamps  
Iron filament ballast lamp  
Illuminated signs  
Accessory parts, structural elements and  
services

Aussenhandelsbereich PENTACON Export-Import im VE AHB Heim-Electric Export-Import  
(foreign trade section photography)

Supply and Purchasing Program:  
Export and Import

Reflex cameras 24 x 36 mm  
Reflex cameras 6 x 6 cm  
Micro cameras  
Extra lenses  
Projectors and viewers  
Photographic and cinematographic  
laboratory equipment  
Film cameras  
Film reproduction optics

Photo copiers  
Microfilm appliances  
Photographic and cinematographic accesso-  
ries  
Narrow film camera  
Studio cameras  
Cutting machines  
Bags and holders for optical devices  
Replacement parts, structural elements  
and services

Aussenhandelsbereich RFT Unterhaltungselektronik Export-Import im VE AHB Heim-  
Electric Export-Import (entertainment electronics)

Supply and Purchasing Program:  
Export and Import

Television sets, color and black-white  
Radios, stereo and mono  
Stereo and hifi sets  
Cassette tape recorders  
Tape decks

Video recording devices for the home  
Phonographs  
UHF, VHF, UKW and car aerialso  
Signal booster  
Communal aerialso  
Structural subassemblies and services for  
television and radio sets

## Holz und Papier Export-Import

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### GDR Foreign Trade Enterprise

Krausenstrasse 35/36

1080 Berlin

Telephone: 2 07 50

Telex: 112 235

Supply and Purchasing Program:

#### Export

Living room furniture

Bedroom furniture

Kitchen and bathroom furniture

Furniture for children and adolescents

Occasional furniture

Upholstered furniture

Settees, chairs

Tables

Furniture components

Mattresses and pads

Box springs

Metal cabinets including safe doors

Office furniture

Special hotel and inn furniture

Other special furniture, excluding garden furniture

Tubular steel furniture

Interior remodeling and complete interior furnishing including the planning and assembly of

Hotels, boarding houses, restaurants

Cultural and social facilities (cinemas, theaters, leisure facilities)

Temporary residential accommodation and site offices

Administrative facilities (institutes, office buildings)

#### Import

Furniture for the public and social facilities

Furniture components

Housings made of wood or wood materials

### Industrieanlagen-Import

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### GDR Foreign Trade Enterprise

Mauerstrasse 83/84

P.O. Box 1282

1086 Berlin

Telephone: 2 28 90

Telex: 0 112 214

Purchasing Program:

#### Import

Plant for obtaining and producing binding agents and admixtures

Plant for the manufacture of concrete and concrete products

Plant for the production of construction materials

Plant for the production of industrial and household ceramics

Plant for the glass industry

Plant for the reconstruction of the car industry

Plant for plastic and rubber processing

Plant for cellulose, paper and cardboard manufacture

Oil refinery plant and plant for the manufacture of petrochemical basic materials

Anorganic basic materials plant

Organic basic materials plant

Plant for the manufacture of chemical and chemotechnical special products

Plastics and rubber plant

Synthetic fibers plant

Pharmaceuticals plant

Tank plant

Other chemical plant

Pipeline systems

Plant for the extraction of ferrous metals

Ferrous metals processing plant

Plant for the extraction of nonferrous metals

Continuous casting plant and rolling mills

Other rolling mills

Sectioning works

Plant for surface finishing and pretreatment

Foundry plant  
 Power plants  
 Thermal power plants  
 Nuclear power plants  
 Hydroelectric power plants  
 Pump-fed power stations  
 Diesel power plant  
 Heating power stations  
 Gas turbine plants  
 team generating plant  
 Hot water plant with a total output in  
 excess of 20 t/h steam or 10 Gcal/h  
 Ash removal plant  
 Nuclear fuels  
 Services and replacement parts for  
 imported power plants

VEB Industrie-Consult Berlin

Plant for electrical engineering/electro-  
 nics  
 Plant for the manufacture of electrical  
 products  
 Plant for the manufacture of electronic  
 products  
 Industrial measuring, control and regula-  
 ting plant  
 Industrial control systems  
 Wire-connected communication systems  
 Radio and television systems  
 Radio link and tunnel systems  
 Color television studio equipment  
 Water treatment plant  
 Sewage plant

Goerschstrasse 45/46

P.O. Box 55

1100 Berlin

Telephone: 4 82 57 60, 4 82 57 75

Telex: 115 042 icb dd

Service program:

Consultancies especially for the prepa-  
 ration and implementation of investments  
 for the following kinds of plant:

Production plants of heavy machine  
 and plant construction

Foundries

Cement works

Strip mining plant

Rolling mills

Wire and cable works

Power plants

Factories for the metal processing  
 industry

Appropriate vocational training  
 facilities

The following tasks in particular are  
 accomplished within this framework

- Preparation of studies and profita-  
 bility evidence;
- Drafting plan projects;
- Preparation of tender and bid terms;

- Evaluation of bids and drafting propo-  
 sals for the selection of the most pro-  
 mising supply and service firms;
- Preparation of contract terms and  
 drafts;
- Planning services;
- Supervision of the design, manufacture  
 and testing of equipment and plant sec-  
 tions, the delivery of equipment and  
 the services of the partners involved  
 in the construction of the plant;
- Supervision of construction operations;
- Supervision of planning, assembly,  
 test runs, output proof and initial  
 management of investment projects;
- Drafting of proposals for the selection  
 and training of operating personnel;
- Supervision of the realization of  
 licensing transactions related to the  
 construction of industrial plants;
- Conclusion of foreign trade contracts  
 for carrying out the tasks.

## Intercoop

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### GDR Foreign Trade Enterprise

Storkower Strasse 120

1055 Berlin

Telephone: 4 35 20

Telex: 114 316

Service Program:

Export of services of the nonproducing sectors, especially the higher education system, professional training, scientific institutions and the health system; The dispatch of advisers and exports, sports trainers and teachers to universi-

ties, colleges and other educational establishments;

Providing services of professional training and further education as well as special knowledge for foreign citizens in enterprises and institutions of the GDR;

Providing training services and experts within the framework of United Nations organizations.

## Interflug

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### GDR Aviation Company

Flughafen (airport)

1189 Berlin-Schoenefeld

Telephone: 67 20

Telex: 112 891, 112 892, 112 893

Supply and Purchasing Program:

Export and Import

Aircraft

Sets of machinery, subassemblies, replacement parts and accessories for aircraft

Aircraft transmissions and engines

Airborne and ground flight safety equipment

## Internationales Handelszentrum

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Friedrichstrasse

1086 Berlin

Telephone: 20 60

Telex: 114 381 to 114 384

Cable addressL IHAZET

Service Program:

Renting office space to foreign companies accredited in the GDR;

Renting premises and providing services for the organization of meetings, conferences, symposia, trade shows and technical-commercial discussions.

## Interpelz

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### GDR Foreign Trade Enterprise

Nikolaistrasse 13/25  
7010 Leipzig  
Telephone: 7 13 30  
Telex: 51 477

Leather goods  
Leather  
Manmade leather  
Skins and hides, processed hides  
Shoes  
Floor covering

Aussenhandelsbereich Kunstleder/Pelze Export/Import im VE AHB Interpelz (foreign trade section manmade leather/furs)

#### Supply and Purchasing Program:

##### Export and Import

##### Leather/uppers

Various soft leathers (except for leather goods)  
Soft leather from pigskin  
Crust (pigskin)  
Insole leather  
Lining leather  
Furniture leather  
Leather fiber material  
Parchment  
Manmade leather  
Manmade leather for shoes  
Manmade leather for vehicle construction  
Soft PVC foil  
Table covering  
PAS surfaces, PVC coated  
PAS surfaces, PU coated  
Aussenhandelsbereich Lederwaren Export/Import im VEAHB Interpelz (foreign trade section leather goods)

SML materials for shoe uppers  
Ekraled  
Manmade leather scraps  
Floor covering with backing (with underlay)  
Floor covering with backing (without underlay)  
Floor covering without backing  
Powdered hide scrapings  
Undressed pelts  
Dressed pelts  
Small animal pelts  
Hare and rabbit pelts  
Fur clothing  
Fur wastes  
Commission processing of dressed pelts  
Commission clothing manufacture

#### Supply and Purchasing Program:

##### Export and Import

##### Handbags and luggage

Luggage  
Cases  
Leather goods fittings  
Hard haberdashery for leather goods  
Hard haberdashery for shoes  
Tubular rivets

Metal wares/hooks and eyes  
Shoe hooks and eyes  
Leather and manmade leather clothing  
Butchers' aprons  
Miscellaneous leather work clothing  
Leather work gloves  
PVC work gloves  
Leather caps  
Leather gloves  
Protective car seat covers

Aussenhandelsbereich Rauchwarenauktion/Haeutehandel Export/Import im VE AHB Interpelz (foreign trade section fur auctions/skin trade)

Supply and Purchasing Program:

Export and Import

Ranch mink

Untreated valuable furs

Untreated rabbit pelts

Untreated game and big game pelts

Pigskins

Aussenhandelsbereich Schuhe Export/Import im VE AHB Interpelz (foreign trade section shoes)

Supply and Purchasing Program:

Export and Import

Men's leather shoes

Men's house shoes

Women's leather shoes

Women's house shoes

Children's leather shoes

Children's house shoes

Men's work boots

Women's work boots

Fabric sneakers

Indoor gym shoes

Other sports shoes

Slippers

Bath sandals/molded sandals

Hard haberdashery

Molded soles

Steel springs

Chemical auxiliary agents

Cotton material for uppers

Insoles

Stiff laces

Sewing yarn

Complex material SAG

Soft leather (for leather goods)

Superfine leather for uppers

Large animal skins

Large animal skins/crust

Technical leather

ASH-Leather/cooperation

Shoe cooperation

Boot leg cooperation

Handbag cooperation

Waste leather

Hide scraping rasps

Press dies, transfer molding, transfer casting and foam tools

Intrac Handelsgesellschaft mbH

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Pestalozzistrasse 5/8

1100 Berlin

Telephone: 48 40

Telex: 0 114 923, 0 114 924, 0 112 974, 0 112 975

Service Program:

International business transactions of all kinds, including the purchase and sale of metals, ores, crude oil and oil products as well as other raw materials

Isocommerz GmbH

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Domestic and foreign trade enterprise for radioactive and stable isotopes

Lindenberger Weg 70

(entrance Robert-Roessle-Strasse 10)

1115 Berlin

Telephone: 3 40 01 11

Telex: 113 148

Supply and Purchasing Program:

Export

Radiochemicals

Marked organic compounds

Radioactive pharmaceuticals



Enclosed radiation sources  
Test and reference sources  
D 15 and N 15 marked compounds  
Stable gaseous isotopes  
Inert gases, high-purity gases, gas mixtures  
Fluorescent substances  
Special anorganic chemicals

Kali-Bergbau

Import  
Nuclear devices and installations  
Rare earths  
Reactor irradiations  
Activations, isotope analyses  
Markings, special preparations  
Service

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GDR Foreign Trade Enterprise

Otto-Nuschke-Strasse 55  
1080 Berlin  
Telephone: 2 04 50  
Telex: 0 114 471  
Supply and Purchasing Program:

Export

Potash fertilizer (KCl)  
40% K<sub>2</sub>O  
40% K<sub>2</sub>O (granulated)  
50% K<sub>2</sub>O  
60% K<sub>2</sub>O  
60% K<sub>2</sub>O (granulated)  
Potassium sulfate  
Potassium and magnesium fertilizer  
Kamex KX  
Kainit KT  
Kalikieserit KIE  
Potassium chloride (technical potash)

Basic chemicals  
Bromine  
Bromide  
Calcium chloride  
Calcium sulfate  
Magnesium chloride  
Salts  
Rock salt for human consumption  
Common salt for human consumption  
Industrial rock salt

Import

Colored spar  
Calcite  
Magnesium chloride base  
Potassium chloride  
Potassium carbonate (potash)  
Magnesium oxide  
Magnesium sulfate heptahydrate  
Sodium chloride (2. AB der DDR)  
Sodium sulfate  
Spars  
fluor spar (crushed, uncrushed)  
barite (reducing spar)

ko-impex

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Trading company for consumer goods exchange

Kauffahrtei 23  
9010 Karl-Marx-Stadt  
Telephone: 5 04 31, 5 04 32  
Telex: 07 276  
Supply and Purchasing Program:  
Consumer goods exchange with socialist countries

Berlin branch office:  
General director and information office  
Schwedter Strasse 37/40  
1058 Berlin  
Telephone: 4 40 02 21  
Telex: 112 730

VE Kombinat Holzhandel Berlin

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Foreign Trade Section:

Prenzlauer Allee 233

1055 Berlin

Telephone: 4 40 02 76

Telex: 0 114 747, 0 114 748

Supply and Purchasing Program:

Import and Export

Lumber (pine, spruce)

Wood chips (pine, spruce)

Unhewn timber (excluding pulp wood imports)

Laminated wood

Veneers and instrument veneers

Saw blocks and saw horses, exotic woods

Board wood

Woodware of solid wood and wood materials

Unfinished wood products

Sandwiched layers of wood and sheet metal

Chipboard

Fiberboard made of wood, high fiber content

Fiberboard made of wood, medium fiber content

Fiberboard made of wood, low fiber content

Molded chipboard and other wood boards

Offcuts and used lumber

Walnut square edges

Semifinished products made of wood and wood fiber

Sawdust

Wood flour

Excelsior

Parquet bars

Mosaic parquet bars and panels

Parquet components

Lasts, unprocessed

Wooden heels

Wooden inserts for heels

Padlocks

Furniture locks and fittings

Furniture legs, pedestals, rungs and accessory parts

Products of lumber processing (excluding pine tar, oil of turpentine/light, Sweden or white pine tar)

Drums for cables, rope and other purposes

Semifinished products for transportation and storage auxiliary equipment

Wooden crates, square

Wooden crates, round

Pallets

Stacking containers

Sliced veneers and half-round cut veneers under 1 mm

Sliced veneers and half-round cut veneers over 1 mm

Other veneers

Technical and craft devices

Coffins

Impregnated products

Cork products

Wicker furniture

Basketware

Fruit and vegetable baskets

Sheets on cellulose base for furniture industry

Bark

Matches

Pyrotechnic products

License transactions

VE Kombinat Kohleversorgung

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Section Foreign Trade:

Johannes-Dieckmann-Strasse 26

1086 Berlin

Telephone: 2 04 50

Telex: 114 470, 114 475, 114 476

Supply and Purchasing Program:

Export

"Rekord" brown coal briquettes

Brown coal briquette slurry

Brown coal dust

Brown coal high-temperature coke

Brown coal high-temperature coke dust

Brown coal low-temperature coke dust

Mixed coke

Mixed fuel

Licenses and scientific-technical results

Import

Solid fuels

## VE Kombinat Verbundnetze Energie

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Allee der Kosmonauten 29

1140 Berlin

Telephone: 54 70

Telex: 112 866

Supply and Purchasing Program:

Export and Import

Guided energy sources

Electric energy

Natural gas

Locally produced gas

Thermal energy

Licenses and scientific-technical results relating to the above mentioned energy sources

Commercial completion of research cooperation contracts of the

Power Plant Combine VEB and

Coal and Energy Construction and

Assembly Combine VEB

Kunst und Antiquitaeten GmbH

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International Company for the Export and Import of Art Objects and Antiques

Franzoesische Strasse 15

1080 Berlin

Telephone: 2 20 26 71

Telex: 112 962

Antique Gallery:

Kastanienallee 19/20

1409 Muehlenbeck

Telephone: 02 26/82

Telex: 158 538

Limex-Bau-Export-Import

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GDR Foreign Trade Enterprise

Breite Strasse 12/17

1020 Berlin

Telephone: 2 30

Telex: 0 114 968, 0 114 969

Supply and Purchasing Program:

Export

Light metal structures for industrial, farm, social and entertainment buildings

Construction services for industrial, entertainment and port buildings

Assembly services

Steel skeletons for multistoried buildings, steel concrete structures

Special steel concrete buildings (cooling towers, silos, television and radio towers, residential, commercial and industrial skyscrapers)

Special construction services and work, skeleton structural work

Earthworks and underground work

Asbestos cement pressure pipes, corrugated sheets of asbestos cement

Planning and assembly of heating, ventilating, sanitary and electric installations (technical building equipment), including operation determining products (heating surfaces, heat exchangers, electric heaters)

Floor covering systems

Light grates

Partitioning of all kinds

Transport pallets of steel wire and sheet

Metal fences, wirenetting

Heat, cold and sound insulation

Prefabricated extension components

Planning services for the construction industry (urban planning, construction planning, executive planning)

Licenses and scientific-technical documentations for the construction industry

Monolithic construction	Geological search, exploration, cartographic and prospecting operations, hydrological explorations and services
Extension operations	Geophysical services
Concrete components for buildings constructed in reinforced concrete, special concrete ties for track laying	Drilling engineering services
Individual steel and sheet metal structures as per customer projects for building and plant construction	Mining engineering services
Planning, delivery and assembly of water management projects of irrigation and drainage	Services in the field of underground storage from planning to completion or consulting services and other special services including related scientific-technical results and services
Water utilization and supply conceptions	Engineering and know how for construction projects of all kinds
Blasting operations	<u>Import</u>
Road construction and marking operations	Construction services for industrial and commercial buildings
Bridge construction operations	Assembly services
Site installations, prefabricated houses, bungalows, arbors	Construction technical and technological planning services
Construction materials (cement, plaster, whitewash, bricks, limestone, slate chips, concrete gravel, concrete sand, concrete gravel sand, anhydride, molding sand)	Construction materials
Light multilayer elements (Al-PUR-Al, steel-PUR-steel, and so on)	Licenses and scientific-technical documentations for the construction industry
Decorative facade elements and industry facades	
Doors, portals, windows	
Wall tiles, floor tiles, hearth tiles, sanitary pottery	

Aussenhandelsbereich Metalleichtbau im VE AHB Limex-Bau-Export-Import (foreign trade section light metal structures)

Supply and Purchasing Program:

Export and Import

Hot galvanizing services  
Steel multistoried building structures  
Steel and aluminum alloy masts and towers  
Windows, facade components, doors and portals made of steel and aluminum alloys

Steel structures for puttyless glazing and greenhouses  
Light metal structures for multistoried buildings  
Structural engineering steel structures for hydraulic and underground architecture  
Steel components for the US 72 sheathing system  
Structural engineering planning

Metallurgiehandel

GDR Foreign and Domestic Trading Enterprise

Brunnenstrasse 188/190  
1054 Berlin  
Telephone: 2 89 20  
Telex: 115 123 to 115 127

Supply and Purchasing Program:

Export and Import

High-grade steels  
Ultra-pure steels

Bright steel  
Steel for rolling  
Plates and strips, hot and cold rolled  
and surface finished  
Pipes  
Fittings  
rolled coils  
Wires and ropes  
Scrap  
Scrap, alloyed and unalloyed

Pig iron  
Ferrous alloys  
Ores and concentrates  
Precious metal products  
Fireproof products  
Nonferrous metals and nonferrous semi-  
finished products  
Special materials  
Licenses, patents, know how

MLW intermed-export-import

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GDR Foreign Trade Enterprise

Schicklerstrasse 5/7  
1020 Berlin  
Telephone: 2 14 80  
Telex: imed bin 114 571 to 114 576

MLW intermed-export-import is the general exporter of equipment for supplying health and educational facilities. Its range includes consultancy, planning, delivery, assembly, service, licenses, know how.

Supply and Purchasing Program:

Export

Plant and equipment for health care:

Rural mobile clinics, medical and  
nursing stations  
Medical premises  
Products of medical technology  
Radiological and electromedical  
devices  
X-ray tubes  
X-ray intensifying screens  
Biomeasuring equipment  
Medical-electronic devices for  
intensive therapy  
Respiratory therapeutical devices and  
respirators  
Orthopedic equipment  
Surgical needles  
Surgical sutures  
Instruments, syringes  
Complete laboratories  
Mobile laboratories  
Laboratory furniture  
Laboratory instruments  
Laboratory scales  
Laboratory centrifuges  
Automatic analysis machines

Incubators

Emergency generator sets for health  
care institutions

Plant and equipment for the education  
system:

Installations for universities, col-  
leges and technical schools  
Installations for vocational training  
Polyvalent training centers  
Apprentice workshops  
vocational teaching know how  
Training centers for the physically  
and mentally handicapped  
Instruction material for biology,  
anatomy and health education  
Educational and training devices for  
college and technical school education  
and vocational education

Technical instruction premises

Equipment for general education schools  
Complete laboratories for industry, agri-  
culture and water management, environmen-  
tal control and test technique

Import

Products of medical engineering

Products of laboratory engineering  
X-ray and electromedical appliances  
Surgical rubber goods  
Synthetics for vascular surgery  
Surgical sutures  
Laboratory precision scales and special  
medical scales

Geological devices  
Planning and know how services, including  
licenses for medical facilities  
Research requirements for the scope of  
the Academy of Sciences, the college and  
technical school system and the health  
care system of the GDR

Nahrung Export-Import

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GDR Foreign Trade Enterprise of Agriculture and the Food Industry

Schicklerstrasse 7  
1020 Berlin  
Telephone: 2 14 80  
Telex: 114 893, 114 894, 114 895,  
114 896

Supply and Purchasing Program:

Export and Import

Agricultural seeds  
Vegetable and flower seeds  
Decorative plants  
Young trees  
Tree seeds and seedlings  
Oil seed, vegetable oils  
Lecithin  
Animal and vegetable protein  
Cereals, rice

Raw and refined sugar  
Starch and starch products  
Eggs and egg products  
Milk and milk products  
Slaughter cattle  
Meat and meat products  
Poultry  
Animal fats  
Intestines  
Breeding and working livestock  
Racing and riding horses  
Sweet water fish  
Decorative fish  
Cage birds  
Small and breeding animals  
Birdcages and aquarium accessories

ORWO Export-Import

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GDR Foreign Trade Enterprise

Storkower Strasse 133  
1055 Berlin  
Telephone: 4 32 20  
Telex: berlin 0 114 373, 0 114 717 ahb  
or dd

Supply and Purchasing Program:

Export and Import

Photographic and cinematographic film,  
black/white and color

Repro film  
X-ray film  
Photographic paper, black/white  
Audio and magnetic tape  
Videotape  
Computer tape  
Photographic chemicals  
Crushed bone and other bone preparations  
Agglutinant fat

VEB Petrolchemisches Kombinat Schwedt

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1330 Schwedt/Oder  
Telephone: 60  
Telex: 168 531, 168 563

Purchasing Program:

Import  
Crude oil

VEB Philatelie Wermsdorf

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P.O. Box (No number)  
7264 Wermsdorf  
Telephone: 2 16, 2 17  
Telex: 518 871 phila dd

Supply and Purchasing Program:  
Export and Import  
Postage stamps

Pneumant-Bereifung Export-Import

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GDR Foreign Trade Enterprise

Storkower Strasse 133

1055 Berlin

Telephone: 4 32 20

Telex: 114 359 pneu dd

Supply and Purchasing Program:

Export

Tires for small motor cycles, motor cycles, scooters, sidecars and bicycles

Tires for automobiles in diagonal, textile radial and steel belt construction

Tires for commercial vehicles in diagonal construction (rayon and polyamid/nylon) and radial construction (rayon/steel and steel only)

Tires for special vehicles (mobile cranes, excavators, flat beds and heavy trucks, earth moving and construction machines, loading, drilling and mining sets)

Tires for carts and transport trucks

Tires for multipurpose use designed for  
use mainly in farming  
use mainly in the construction industry  
use on and off the road

Tires for agriculture

Tires for agriculture with track profile

Cleat profile, roll profile

Retreads

Inner tubes, tire flaps, rim bands

Outsize industrial tires

Pine tar and kien oil

Diverse rubber wastes

Solid rubber wastes

Other molded items for technical purposes

Import

Tires and carcasses for all manners of use and their accessories

Polygraph-Export-Import

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GDR Foreign Trade Enterprise

Friedrichstrasse 61

1080 Berlin

Telephone: 2 00 06 01

Telex: 112 310

Supply and Purchasing Program:

Export

Sheet-fed rotary offset presses

Reel rotary machines for offset and gravure printing

Bookbinding machines including assembly lines for book block and brochure production

Guillotines

Reproduction cameras and devices

Devices and machines for print block production

Planning, construction and equipment of printing plants including the relevant supply units



Taking on extensions or reconstructions of existing plants  
Scientific-technical results (licenses) for the construction of printing machines

Import

Machinery and plant for the printing industry, from printing block manufacture to bookbinding including scientific-technical results (licenses) for the construction of printing machines

Robotron Export/Import

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GDR Foreign Trade Enterprise

Friedrichstrasse 61  
1060 Berlin  
Telephone: 2 00 04 11, 2 07 19 96  
Telex: 0 112 311  
Supply and Purchasing Program:  
Export and Import  
Electronic data processing plant  
Office computers  
Data compilation devices and systems  
Terminals and peripheral devices  
Text systems  
Mechanical, electric and electronic typewriters  
Drawing instruments and organizational equipment

Electronic testing equipment  
measuring and testing automation  
line fault equipment  
nuclear physics test equipment  
electronic safety devices for mobile rotary cranes  
sound and vibration meters  
operating and service test devices for universal use  
Consultancy, training and customer service  
Planning and user suggestions  
Issue of licenses and technology transfer

Schienenfahrzeuge Export/Import

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GDR Foreign Trade Enterprise

Oetztaaler Strasse 5  
1100 Berlin  
Telephone: 4 80 40  
Telex: 114 322  
Supply and Purchasing Program:  
Export  
Rail vehicles  
Diesel engines  
Electric locomotives  
Industrial locomotives  
Diesel and electric rail cars  
Passenger cars (normal, broad and narrow gauge)  
Dining cars (normal and broad gauge)  
Doubledeck coach  
Machine refrigerator car  
Cooling trains  
Refrigerated cars  
Fittings for rail vehicles  
Fittings for replacement parts for brake equipment

Bogies, wheel sets  
Hydraulic gearing units for engines  
Electrotechnical equipment for rail vehicles  
Freight cars  
Car springs for rail vehicles  
Components and spare parts for rail vehicles  
Special test benches and installations for rail vehicles  
Steel and aluminum containers  
Scientific-technical services in the field of rail vehicle construction  
Import  
Diesel engines  
Special freight cars  
Streetcar trains and cars  
Equipment for car production  
Tracklaying machines and replacement parts  
Railroad trolleys

GDR Foreign Trade Enterprise

Doberaner Strasse 44/47

2501 Rostock

Telephone: 36 70

Telex: 031 355

Supply and Purchasing Program:

Export

Full container ships

Roll-on/roll-off ships

General cargo ships

Specialized bulk cargo ships

Fishing ships

Refrigerated ships

Passenger ships for inland waterways

Cargo ships for inland waterways

Ships for the technical fleet

Marine propulsion plant

Refrigerating and freezing plant as part of ships' equipment

Navigational equipment and devices

Ships' equipment of all kinds

Planning and testing system for the above mentioned goods nomenclature

Rationalization aids germane to ship construction

Licenses

Hydroacoustic devices, air conditioning plant, miscellaneous safety, alarm and test installations for shipping  
Fog signaling equipment, control equipment, machine telegraph equipment

Magnetic compasses, gyroscopic compasses

Other devices and equipment for course supervision and ancillary apparatus for compasses

Deck machinery, capstans, seine net winding and anchor winding equipment, deck cranes, steering gear, net winding equipment including replacement parts

Pyrotechnical products for ships

Auxiliary boiler plant

Neptunit

Electrical plant for electricity generating plant and electric motors for use in ships

Ship and plant repairs

Other ships' equipment and replacement parts

Import

Equipment for furnishing and decorating passenger ships

SKET Export/Import

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GDR Foreign Trade Enterprise

Johannes-Dieckmann-Strasse 7/9

1086 Berlin

Telephone: 22 40

Telex: 112 693, 112 695, 112 778,  
113 205

Supply and Purchasing Program:

Export

Plant and equipment for the metallurgical industry

Hot rolling mills for ordinary and high-quality steels

Small section rolling mills

Rod mills

Combined rod and high-quality steel mills

Bright steel rolling mills

Wire and high-quality steel blooms

Finishing shop equipment for rod, high-quality and medium steel

Adjusting shops for bar and structural steel

Adjusting shops for semifinished steel (billets and ingots)

Wire bending plant

Unrolling, adjusting and cutting plant

Plant for the selected cooling of rolled wire

Roll stands

Two-high horizontal finishing stands

Two-high vertical finishing stands

Four-high stands

## Windlasses

- Coiling machines
- High-quality steel windlasses
- Band windlasses
- Scrap windlasses

## Transport facilities

- Roller conveyers
- Retracting mechanisms
- Drawing devices
- Discharge apparatus
- Tractors
- Lifting tables
- Feeding devices
- Transfer equipment
- Pushers
- Transport equipment for crane hook tracks

## Rolling mill accessories

- Edgers and shifters
- Scrap removal
- Turntables
- Marking machines

## Adjusting machines for high-quality, medium and double-refined steel

- Wire straightening and cutting machines for profiles, single and multiple core
- Steel bar deburring machines

## Marking machines

- Wire and strip binding machines

## Edgers and reversers

- Stackers, destackers and pilers

## Inspection and test tracks

## Weighscales

- Singling, transfer and shunting installations

## Billet snagging machines

## Round snagging machines

## Centerless circular grinders

## Shears, stationary and flying

- Flying hot shears

## Cold shears

## Transverse shears

## Circular shears

## Edge cutter shears

## Cold section shears

## Plate working machines

- Three-roller plate bending machines

## Form rod adjustment machines

## Equipment for conveyer belt manufacture

- Conveyer belt presses

## Plant and equipment for the manufacture of cement and lime

- Complete cement factories and complete plant sections for the drying, semidry and wet process

## Pulverizing plant

## Rotary kilns

## Drying plant

## Compressed air conveying plant

## Homogenization and aerating facilities

- Machines and equipment for coarse and fine grading

## Equipment for selective lime slaking

- Plant and machinery for cable and wire rope manufacture as well as wire processing and fabricating

## Complete cable plants

- Complete wire, wire rope and steel cord plants

- Wire drawing machines for steel and nonferrous metals

- Wire annealing plants and winding machines

- Stranding machines for steel and nonferrous metals

- Special cable machines, such as sheathing plant, protecting machines, and others

- Wire weaving machines, wire braiding machines

- Wire straightening machines, wire bending machines

- Various ancillary equipment and accessories for the wire producing and processing industry

## Machines and plant for the production of edible oils, lecithin and protein

- Complete technological lines and single equipment for oil pressing

- Complete technological lines and single equipment for oil extraction including coolers for grinders

- Complete technological lines for lecithin production

- Technological lines and single equipment for oil refining

## Sloapstokspaltanlagen (unexplained)

## Plant and machinery for crushing and dressing

- Crushing and grading plant

- Self-propelled large crushing and conveying plant

Pulverizing machines, especially jaw crushers	<u>Import</u> Rolling mill equipment
Steep angle taper crushers, flat angle taper crushers, hammer mills	Equipment for nonferrous and ferrous metallurgy, blast furnace equipment
Feeding devices	Forge equipment
Dressing machines and equipment	Equipment for wire processing, cable and stranding machines
Traveling and portal cranes from 80 ton load capacity for the metallurgical industry and nuclear power plants	Equipment for the manufacture of cement and lime
Ships' anchors	Gas and oil fired industrial furnaces

# Spielwaren und Sportartikel Export-Import

## GDR Foreign Trade Enterprise

Charlottenstrasse 46	Winter sports equipment and items
1080 Berlin	Sports shoes
Telephone: 2 28 30	Sports gloves
Telex: 112 797, 112 798, 114 776	Fishing rods and equipment
Cable address: SPIELSPORT	Tool boxes
Supply and Purchasing Program:	Knapsacks, fishing bags, cases
<u>Export</u>	Tents for camping
Wooden toys	Camping furniture
Children's vehicles	Camping mattresses
Children's china	Garden and patio furniture
Mechanical and electromechanical toys	Garden umbrellas
Metal toys	Sports boats
Model railways and accessories	Oars, sculls and paddles
Plastic toys including floating toys	Collapsible boats
Plush toys	Various waxes
Dolls and hand puppets	Protective helmets
Doll carriages	Walking sticks
Embroidery boxes and furnishings	Football pumps
Other toys and accessories	Archery items
Baby carriages	Billiard tables
Gymnastics apparatus	Cigarette lighters
Gymnasium equipment	Ornamental ceramics
Kindergarden and playground equipment	Bar glassware
Bowling equipment	Room and table decorations
Games	Smokers' items
Equipment for light athletics	Creche figures
Weight lifting and conditioning equipment	Garden gnomes
Tennis equipment	Other decorative goods
Ping pong equipment and items	Car trailers
Badminton items	<u>Import</u>
Roller skates	Toys
Parachutes and accessories	Sports items and equipment
	Camping items
	Arts and crafts

## TAKRAF Export/Import

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### GDR Foreign Trade Enterprise

Mohrenstrasse 53/54

1080 Berlin

Telephone: 22 40

Telex: 114 861, 112 347, 112 348

Supply and Purchasing Program:

#### Export

Complete strip mining facilities

Bucket wheel excavators

Bucket conveyer excavators

Removing equipment

Overburden transporter bridges

Conveyer cars

Belt conveyer systems (mobile, fixed)

Slag duming and recovery equipment

Coaling plant for power plants

Briquette factories

Potash granulating plant

Harbor and wharf cranes

Container cranes

Ship loaders and unloaders

Traveling cranes

Rotary railroad cranes

Rotary crawler cranes

Mobile rotary cranes

Universal excavators

Facilities for internal enterprise transportation

Forklifts, e-6 tons

Mine conveyers, small lifting appliances, continuous conveyers

Lower platform trailers

Scrapers for dumps

Subassemblies, spare and replacement parts for strip mining equipment and equipment for the fuel industry

Passenger and freight elevators

Pool pallets

Scientific-technological services for the above mentioned goods nomenclature

#### Import

Conveying and lifting tackle

Mobile rotary cranes

Tower rotary cranes

Container cranes

Grabs

Elevators

Electric hoists

Fork lifts

Electric carts and tractors

Forklift trucks

Low and high rise small lifting appliances

Subassemblies, spare and replacement parts for lifting appliances and conveying equipment

Machines, equipment and subassemblies for coal, potash and ore mining

Transport equipment, conveying systems, stacking equipment

Ship loaders and unloaders

Harbor transshipment equipment

Car dumpers

Escalators

Cable winches

TechnoCommerz

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### GDR Foreign Trade Enterprise

Johannes-Dieckmann-Strasse 11/13

1086 Berlin

Telephone: 22 40

Telex: 114 977, 114 978, 114 979

Supply and Purchasing Program:

#### Export and Import

Diesel engines and generator sets

Plant and equipment for air conditioning, ventilating and refrigeration

Pumps and compressors

Machine sets and standard components of ORSTA hydraulic and compressed air products

Fittings for all industries except fittings made of glass and ceramic materials

Power plants and equipment

Industrial and ships' gearing

Forgings

Couplings

Aussenhandelsbereich Getriebe, Kupplungen und Schmiedeerzeugnisse Export/Import im VE AHB TechnoCommerz (foreign trade section drives, couplings and forgings)

Supply and Purchasing Program:	Mechanical couplings (excluding automobile couplings)
<u>Export and Import</u>	
Steel hammer forgings	Spare and replacement parts as well as subassemblies for industrial drives
Solid shaped steel blanks produced by special processes	Replacement parts for mechanical couplings (excluding replacement parts for automobile couplings)
Acetylene generator	
Industrial drives (excluding fluid drives, road vehicle and farm machinery drives)	

Aussenhandelsbereich ILKA Luft- und Kaelteteknik Export/Import im VE AHB TechnoCommerz (foreign trade section for ventilation and refrigeration)

Supply and Purchasing Program:	Ventilation and air conditioning plant
<u>Export and Import</u>	Mechanical and electric dust removal plant
Air conditioning equipment including replacement parts	Dryers
Refrigerating plant (excluding complete cold storage facilities)	Ventilation-closed circuit cooling plants (technological section)
Refrigerating equipment including replacement parts (excluding household and commercial refrigeration)	

Aussenhandelsbereich Kraftwerksbau Export/Import im VE AHB TechnoCommerz (foreign trade section power plant construction)

Supply and Purchasing Program:	Replacement parts for steam generators
<u>Export and Import</u>	Replacement parts for turbines
Plant for the production of electric energy (thermal and industrial power plants, diesel powered stations) -- export only	Fluid drives and torque converters, hydrodynamic
Water treatment plants	Fluid couplings and compressed air couplings
Sewage treatment plants	Spare and replacement parts for compressed air and fluid couplings
Steam generators (excluding low temperature boilers for steam and hot water supply) -- import only to 20 tons/hour, above that see AHB Industrieanlagen-Import	Steel pipeline components (excluding steel pipes of the metallurgical industry), fittings, cast pressure pipes
Apparatus for thermal water treatment plants in power plants and thermal plants	Fusion welded steel pipes
Special devices for water supply works	Steel flanges
	Industrial insulation

Aussenhandelsbereich MAW-Armaturen Export/Import im VE AHB TechnoCommerz (foreign trade section fittings)

Supply and Purchasing Program:	Replacement parts for fittings
<u>Export and Import</u>	Pipeline components and shaped parts of cast iron, processed
Fittings (excluding fittings made of glass and ceramic materials)	Cast pressure pipes
Sanitary fittings	Shaped parts for cast pressure pipes

Aussenhandelsbereich ORSTA-Hydraulik Export/Import im VE AHB TechnoCommerz (foreign trade section hydraulic and compressed air equipment)

Supply and Purchasing Program:	Spray machines (excluding electrostatic installations)
<u>Export and Import</u>	
Compressed air hand sprayers, other	Hydraulic products
hand sprayers	Compressed air products

Aussenhandelsbereich Pumpen und Verdichter Export/Import im VE AHB TechnoCommerz (foreign trade section pumps and compressors)

Supply and Purchasing Program:	Subassemblies, spare parts and accessories
<u>Export and Import</u>	for pumps and replacement parts for pumps
Pumping plant	Subassemblies, spare parts and accessories
Compressor plant	for compressors as well as replacement
Pumps (excluding injection pumps and pressure generating sets)	parts for compressors
Compressors including mechanical vacuum generators (excluding refrigerator compressors and turbo superchargers)	

Aussenhandelsbereich SKL-Diesel Export/Import im VE AHB TechnoCommerz (foreign trade section generators)

Supply and Purchasing Program:	Generator sets with diesel engine drive
<u>Export and Import</u>	for marine service above 10 kW
Fixed and movable emergency electricity generators and generator sets with gas turbine drive	Four-stroke diesel engines with piston displacement above 2l
Generator sets with diesel motor drive for farm use above 10 kW	Components and accessories for four-stroke diesel engines with piston displacement above 2l

Textil Commerz

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GDR Foreign Trade Enterprise

Unter den Linden 62/68	Supply and Purchasing Program:
P.O. Box 1206	<u>Export and Import</u>
1080 Berlin	Finished textiles
Telephone: 2 20 03 01	Textile raw materials
Telex: 0 112 816	Semifinished textiles
	Haberdashery

Aussenhandelsbereich Baumwolle Export/Import im VE AHB Textil Commerz (foreign trade section cotton)

Supply and Purchasing Program:	Terry products
<u>Export</u>	Handkerchiefs
Sports and camping shirts	Ribbons
Work and professional clothing	Shirt and dress fabrics
Bed and household linen	Malimo /trademark/ fabrics
Tablecloths	Sewing cotton



Polyester fiber

Viscose fiber

Import

Work and professional clothing

Household linen

Terry goods

Underwear

Cotton fabrics

Cotton and cotton yarns

Synthetic fibers and synthetic silks

Unprocessed feathers

Textile notions

Aussenhandelsbereich Deko-Raumtextilien Export/Import im VE AHB Textil Commerz  
(foreign trade section carpets, drapes)

Supply and Purchasing Program:

Export

Carpets and matting

Upholstery fabrics

Decorative fabrics

Lace for curtains, curtains

Plauen lace

Tapestry goods

Trimmings

Import

Carpets and matting

Upholstery fabrics

Aussenhandelsbereich ESDA-Strumpfwaren Export/Import im VE AHB Textil Commerz (foreign trade section hosiery)

Supply and Purchasing Program:

Export and Import

Hosiery of all types

Aussenhandelsbereich Konfektion Export/Import im VE AHB Textil Commerz (foreign trade section clothing)

Supply and Purchasing Program:

Export and Import

Readymade clothing/leisure wear for women,  
men and children

Hats and caps

Aussenhandelsbereich Technische Textilien Export/Import im VE AHB Textil Commerz  
(foreign trade section technical fabrics)

Supply and Purchasing Program:

Export

Blankets

Technical felts

Paper machinery felts and filters

Synthetic filter fabrics

Ropes and hawsers

Fishing nets

Laminated materials for tarpaulins

Safety belts

Inflated sheds

Rags

Import

Technical textiles

Hemp fiber raw materials and yarns

Aussenhandelsbereich Trikotagen Export/Import im VE AHB Commerz (foreign trade section knit goods)

Supply and Purchasing Program:

Export

Knitted outerwear

Knitted underwear

Corsetry

Jogging suits and swimwear

Knitted gloves

Sports bandages

Import

Knitted outerwear

Knitted underwear

Various corsetry accessories

Aussenhandelsbereich Wolle/Seide Export/Import im VE AHB Textil Commerz (foreign trade section wool/silk)

Supply and Purchasing Program:

Export

Shirt and dress fabrics  
Suit and coat fabrics  
Malimo fabrics  
Scarves and mufflers  
Ties  
Umbrellas  
Handknitting yarns  
Zippers

Hard notions

Buttons

Import

Wool

Wool fabrics

Worsted

Raw silk

Silk fabrics

Thermo printing paper

Textima-Export/Import

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GDR Foreign Trade Enterprise

Johannes Dieckmann-Strasse 11/13

P.O. Box 1264

1086 Berlin

Telephone: 22 40

Telex: 114 861

Supply and Purchasing Program:

Export for the textile industry

Single machines for cotton and worsted spinning and preparation

Cutting machines

Strip winding machines

Cotton drawing frame tenter

Flat carding engines

Filter plant

Cotton feeding machines

Flyers for cotton and worsteds

Horizontal openers

Combing machines

Hopper feeders

Materials carrier tables

Mixed bale opener

Needle field drawer

Ring spinning machines

Control panels

Ramming machines

Step scourer

Thread machines

Machines for the manufacture of manmade and textured silks

Winding machines

After thread machine

PAS spinning-stretching-winding frame

Redraw frames

Texturizing machines

Large circular knitting machines

Flat knitting machines without and with electronics

Hosiery machines "Liropol"

Chain hosiery machines

Sectional beam warping frames

Flat hand knitting machines

Flat weft knitting machine with spring beard needles

Carpet knitting machines "Liroflor"

Weaving preparation and ancillary machines

Warp knotters

Drop wire drapping machine

Reed drawing-in machine

Semi-automatic drawing in device

Warp beam lift truck

Cloth beam-collecting and transport car

Cloth beam lifting truck

Jacquard card cutting machines

Keyboard Jacquard card ramming machines

Jacquard card ramming and copying machines

Card binders

Cone shearing machines

Spool gratings

Upper and lower shed jacquard machines

Jacquard machines for double plush and terry weaving

Double gate Jacquard double carpet weaving machines

Double shed special Jacquard machines

Double carpet brag weaving machines

Wave shed weaving machine  
 Stitch-bonding machine of the types:  
 Maliwatt  
 Malimo  
 Malipol  
 Malivlies  
 Schusspol  
 Voltex  
 Nappers for wool, union, cotton materials, warp look fabrics and knits  
 Raising roller and sanding machine

Cylinder presses  
 Finishing--hot pressing machines  
 Tautening and drying equipment  
 Sieve drum trying plants, also with  
   Hopper feeds  
 Unexplained  
   Wet openers  
   Intermediate openers  
 Shearing machines  
 Cloth cleaning machine  
 Carpet shearing machines  
 Large skein coilers  
 Mechanical filling thread straightener  
 Foulards  
 Machinery systems  
   Mercerizing plant  
 Discontinuous open-width bleaching equipment  
   Continuous broad dying plant  
   Pretreatment plant  
 Single units  
   Fabric mercerizing machines  
   Wide washing machines for fabrics  
   Wide washing machines for knit fabrics  
   Impregnating machines  
   Continuous dyeing plant  
   Pretreatment steamers  
   Intermediate drying machines  
   Condensing machines  
   Continuous dyeing plant  
   Steam machines and automatic steam machines

Transcommerz

Export-Import GmbH

Friedrichstrasse  
 Internationales Handelszentrum  
 1086 Berlin  
 Telephone: 2 06 26 36  
           2 06 26 37, 2 06 26 38  
 Telex: 114 388

Hide processing machines  
 Laundry machinery  
   Ironing machines, ironing tables, mangles, fixed cycle washers, tumble washers, steam generators, centrifuges  
 Dry cleaning machines  
 Industrial sewing machines, special sewing machines  
 Household sewing and ironing machines  
 Replacement parts and accessories for  
   Laundry and dry cleaning machines  
 Spinning machines  
 Weaving machines  
 Knitting-hosiery machines  
 Stitch bonding machine  
 Ready-made clothing machines, including  
   Integrated sewing work places for sewing pockets for jeans  
   For sewing the pockets to the jeans  
   For automated neatening of back and front pants without knee lining in the sections men's outerwear, women's outerwear with a minimum pant length of

900900 mm

Plant

Plant for the manufacture of manmade fibers and manmade fabrics  
 Cotton spinning plant  
 Ready-made clothing plant  
 Worsted spinning plant  
 Knitting plant  
 Finishing lines  
 Weaving plant  
 Hosiery plant  
 Dry cleaning plant  
 Laundry plant

Import for the Textile Industry  
 machines and equipment for the textile, shoe and leather industry including accessories and replacement parts

Service Program:  
 International commercial transactions in the fields of machine construction, the electronic and electrical engineering industry and for construction, assembly and scientific-technical services in production and research fields

## Transportmaschinen Export-Import

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### GDR Foreign Trade Enterprise

Johannes-Dieckmann-Strasse 11/13

1086 Berlin

Telephone: 22 40

Telex: 114 494

Supply and Purchasing Program:

Export and Import

Automobiles

Commercial vehicles

Buses

Truck trailers

Construction site trailers

Camping trailers

Auto trailers

Special motor vehicles

Motor cycles

Mokicks (unexplained)

Scooters

Sports and touring bicycles including replacement parts

Hunting and sports weapons including ammunition

Pistol shooting ranges

Equipment and clothing for horseback riders

Vehicle parts and accessories

Brake and coupling materials

Plant

Auto repair shops

Licenses

Planning services

Know how

Technical documentations

Processes and technologies

Rationalization aids

Technical aid services

Aussenhandelsbereich IFA-Nutzkraftwagen und Anhaenger Export-Import im VE AHB  
Transportmaschinen Export-Import (foreign trade section commercial vehicles and trailers)

Supply and Purchasing Program:

Export

Trucks

Various Robur truck models

Various W 50 truck models

Trailers for trucks and tractors, various models/versions

Flat-bed and special heavy trailers

Trailers for furniture vans

Workshop trailers

Building site trailers, building site mobile homes/offices

Beds for truck trailers in various versions

Multicar trailers

Motor buses

Ambulances

Various van models

Machine sets, subassemblies, components and accessories for motor vehicle construction, replacement parts for

Trucks, trailers, vans and superstructures/special superstructures and motors, including replacement parts for vehicle electric systems

Superstructures for motor vehicles and trailers, complete and parts (excluding car bodies)

Four-stroke diesel engines with up to 2-liter piston displacement

Subassemblies for engines with up to 2-liter piston displacement

Injection devices for diesel fuel operation of engines with up to 2-liter piston displacement as well as components and accessories

Components and accessories for two-stroke and four-stroke diesel engines with up to 2-liter piston displacement

Commercial vehicle drives

Drive shafts

Gudgeon pins

Piston rings

Special test stands and facilities for motor vehicles and their power transmission subassemblies including internal combustion engines with up to 2-liter piston displacement

Fire extinguisher trailers, turntable ladders and trailer ladders

Auto rotary cranes  
 Subassemblies for auto rotary cranes  
 Components and replacement parts  
 Transportables  
 Repair container system (TRC)  
 Licenses  
 Planning services  
 Know how  
 Technical documentations  
 Processes and technologies  
 Rationalization aids  
 Technical aid services  
 Scientific-technical results  
Import  
 Various truck versions/superstructures/  
 snow plows/universal snow loaders/erecting  
 masts  
 Various versions of trailers for trucks  
 and tractors  
 Flat-bed and special heavy trailers  
 Beds for semitrailers--various versions  
 Motor buses

Machine sets, subassemblies, components  
 and accessories for motor vehicle con-  
 struction, replacement parts for trucks,  
 trailers and superstructures/special  
 superstructures  
 Filling station equipment  
 Special tools for motor vehicles  
 Four-stroke diesel engines with up to  
 2-liter piston displacement  
 Subassemblies for engines with up to  
 2-liter piston displacement  
 Injection devices for diesel fuel ope-  
 ration of engines with up to 2-liter  
 piston displacement as well as com-  
 ponents and accessories  
 Components and accessories for two-stroke  
 and four-stroke diesel engines with up to  
 2-liter piston displacement  
 Drives for commercial vehicles  
 Piston rings  
 Research requirements  
 Auto rotary cranes  
 Subassemblies for auto rotary cranes  
 Components and replacement parts  
 Wage cooperation

Aussenhandelsbereich IFA-Personenkraftwagen Export-Import im VE AHB Transportmaschi-  
 nen Export-Import (foreign trade section automobiles)

Supply and Purchasing Program:

Export

Automobiles  
 Barkas B 1000 trucks  
 Barkas B 1000 buses  
 Campers, tent trailers, luggage trailers  
 Jets, machine sets, subassemblies, com-  
 ponents and accessories for motor ve-  
 hicle construction  
 Components and replacement parts for  
 automobiles and automobile trailers in-  
 cluding replacement parts for vehicle  
 electric systems  
 Injection pumps and parts  
 Motor vehicle heaters  
 Otto spark-ignition engines for cars  
 Couplings  
 Drive shafts  
 Jet setting devices

Vehicle fittings

Scientific-technical results

Import

Automobiles  
 Campers, tent trailers, luggage trailers  
 Machine sets, subassemblies, components  
 and accessories for motor vehicle con-  
 struction  
 Components and replacement parts for auto-  
 mobiles and automobile trailers  
 Otto spark-ignition engines  
 Rotating combustion engines  
 Subassemblies for engines  
 Replacement parts and accessories  
 Service and garage equipment  
 Research requirements for cars  
 ECE test materials and services

Aussenhandelsbereich IFA-Zweiradfahrzeuge Export-Import im VE AHB Transportmaschinen Export-Import (foreign trade section two-wheel vehicles)

Supply and Purchasing Program:

Export

Motorized two-wheelers

Sidecars and trailers for two-wheelers

Small motorcycles up to 50 cubic meter

Motorcycles above 50 cubic meter

Sidecars

Bicycles

Invalid chairs and replacement parts

Components, replacement parts and accessories for motorized two-wheelers, sidecars, bicycles and trailers including replacement parts for vehicle electric systems

Lubricating service facilities

Hunting, sports and other rifles

Rifle ranges

Shaped parts

Brake and coupling materials

Hunting and sports ammunition

Riding and hound sporting items

Scientific-technical results

Import

Motorized two-wheelers

Sidecars and trailers for two-wheelers

Bicycles

Invalid chairs and replacement parts

Replacement parts, accessories and completion parts for two-wheelers

Motorcycle badges

Bicycle locks

Brake and coupling materials

Hunting, sports and other rifles

Hunting and sports ammunition

Wage cooperation

Union Haushaltgeraete Export-Import

GDR Foreign Trade Enterprise

Wilhelm-Kuelz-Strasse 46

P.O. Box 1203

1080 Berlin

Telephone: 2 20 01 01

Telex: 112 538, 112 539, 114 692

Supply and Purchasing Program:

Export

Household refrigerators and freezers

Commercial refrigerators

Chest freezers

Coolers

Low and alternating temperature cabinet

Refrigeration compressors, sealed and open units

Refrigeration compressor sets, open units

Subassemblies and replacement parts for refrigeration products

Washers, mechanical or automatic

Tumbler dryers for household use

Subassemblies and replacement parts for washers

Electric stoves

Space heaters using solid fuels

Gas space heaters

Stoves using solid fuels

Coal adjustment stoves, coal water heaters for baths

Gaseous fuel stoves

Gasthermen (unexplained)

Liquid fuel cookers

Gas cookers

Subassemblies, components, replacement parts and accessories for space heaters

Stoves

Subassemblies, components, replacement parts and accessories for hot water heaters

Metal cleaning machines

Cutlery and cutlery components

Steel and cutting articles, including work, pocket and fruit knives, razor blades, scissors (excluding plate shears, animal and garden shears)

Mechanical haircutting machines

Household china/eloxation items

Enamel ware

Aluminum ware, including pressure cookers

Cake molds and cookie sheets, juicers

Food transport containers

Letterboxes, newspaper rolls

Spring safety hooks

Tinned iron ware

Thermos flasks

Kitchen machines and appliances (manually operated), including

meat grinders, grating and cutting

machines, almond graters, bread slicing

machines, household sieves, graters,

beaters, cutters and openers, vegetable and onion cutters, egg cutters, can openers, bottle openers, cork pullers, nutcrackers, and so on  
 Metal boxes  
 Window shades and flexible spindles for window shades  
 Roller fasteners  
 Aluminum and PVC-profile shutters  
 Plasticized wire goods  
 Hurricane lamps  
 Plastic household goods  
 Sanitary plastic products  
 Kitchen items, including kitchen scales  
 Laundry clips with steel springs  
 Clothes' hangers, skirt and pant hangers, wooden and plastic  
 Hurricane lamp glasses  
 Drapery sets, finished valences

Wooden household and kitchen implements  
 Wood and plastic edged sieves  
 Wardrobe items including clothes' stands, pants presses, boot jacks  
 Laundry dryers  
 Footstools  
 Folding children's chairs  
 Playpens  
Import  
 Household refrigerators  
 Commercial refrigerated cases  
 Metal, wood and plastics kitchen and household implements  
 Subassemblies and replacement parts for refrigerated equipment  
 Gas stoves  
 Electric stoves  
 Laundry implements  
 Metal cleaning machines  
 Light and heavy packing  
 Canisters  
 Bath tubs  
 Siphons  
 Wire goods

Verpackung und Burobedarf Export/Import

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GDR Foreign Trade Enterprise

Nikolaistrasse 15/25

P.O. Box 806

7010 Leipzig

Telephone: 29 36 71

Telex: 0 512 594 bexim

Supply and Purchasing Program:

Export

Packaging material and ancillary material made of paper, cardboard, foils and material combinations, including

Corrugated cardboard, folding boxes, siphon diaphragms, tumblers, dishes and insets, bags, paper sacks, roller frames, gift boxes

Transparent foils, aluminum laminated materials

Foils made of low-pressure polyethylene, composite foils, polypropylene products, polyethylene bags

Plastic laminated paper, carton and cardboard

Gummed paper, cartons and cardboard, including packaging adhesive rolls

Paper rolls for bookkeeping, control, calculation and writing purposes, including typewriter sheet rolls, telex rolls and calculator rolls

Self-adhesive and head sealable products

Colored paper, glazed paper, enamel paper, flocked paper

Mounts, stamp products, microfilm punch cards

Wallpaper

Labels, printed and unprinted

Office materials, including letter files, quick files, folders, signature folders

Envelopes and letterhead equipment

Writing and note pads

Colored ribbons, carbon paper

Chemical painting and drawing materials

Card index boxes

Drawing Implements



Wood and metal office supplies  
Instructional materials

Import

Packaging and ancillary materials made  
of paper, carton, cardboard, foil and  
materials combinations, including  
Corrugated cardboard and products  
made therefrom, folding boxes, paper  
cups, dishes and inserts, paper bags,  
packaging equipment

Transparent sheets

Low-pressure polyethelene sheets

Impregnated papers, cartons and cardboard

Adhesive papers, cartons and cardboard,  
including rolls of adhesive paper

Manmade leather base paper

Transfer picture base paper

Raised foil

Fibercast products

Drawing implements

Einleimminen (unexplained)

Erasers

Envelopes

Chemical office supply products

Metal office supply products

Artists' materials

Tablecloths, napkins

Graphic supplies

self-adhesive and heat sealable products

Files and folders including accessories

Waelzlager und Normteile Export/Import

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GDR Foreign Trade Enterprise

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Reichenhainer Strasse 31/33

P.O. Box 1045

9010 Karl-Mar-Stadt

Telephone: 5 70 60

Telex: 07 279, 07 229

Supply and Purchasing Program:

Export

Grooved ball bearings

Inclined and detachable ball journal  
bearings

Self-aligning ball bearings

Axial grooved ball bearings

Cylinder roller bearings

Needle bearings

Tapered roller bearings

Self-aligning (radial) roller bearings

Roller assemblies

Needle assemblies

Ball assemblies

Pillow blocks

Side bracket bearings

Adjustment bearings

Babbitt bearings with metallic slide  
layer

Rolled bodies

Ball and roller bearing accessories

Hexagon head screws

Screws with hexagonal recessed holes

Slot bolts

Phillips screws

Wood screws

Self-tapping screws

Precision screws

Headless screws and set screws

Nuts of all kinds

Wheel bolts and nuts

Tapered, slotted and cylinder pins

Bolts

Wall plugs

Screw pipe joints

Handelsketten (unexplained)

Lubrication caps

Guteketten (unexplained)

Ships' chains

Nails

Pins

Tacks

Tension springs

Compression springs

Flat and wire springs

Plate springs

Pillow springs

Inner springs

Fuse components



Licenses for production technologies,  
rationalization aids, special machines  
for

- Roller bearings manufacture
- Screws and nuts
- Screw pipe joints
- Pins
- Slotted products
- Wire drawing and processing as well  
as technical springs

Import

- Roller bearings
- Rolled bodies
- Roller bearing accessories
- Babbitt bearings with metallic slide  
layer
- Jointing components of all kinds
- Screw pipe joints
- Chains
- Technical springs
- Pillow springs
- Fuse elements

WMW-Export-Import

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GDR Foreign Trade Enterprise

Chausseestrasse 111/112  
1040 Berlin

Telephone: 2 89 00

Telex: 0 112 804, 0 112 805, 0 112 806

Supply and Purchasing Program:

Export and Import

Machine tools with and without computer  
controls

Processing centers

Machinery systems

Manufacturing lines and cells for the  
following processes:

- Turning, milling, gear cutting,  
boring, drilling, grinding, planing,  
surface grinding
- Sheet and bulk forming
- Plastics and rubber forming

Machine tools

Machine tool and production part racks

Tool maintenance machines

Materials testing machines

Central lubricating plant for fats and  
oils

Grinders

Tools for sheet metal forming and  
plastics processing

Machines and tools for do-it-yourself

Craft tools

Garden implements

Cable connections

Metal fittings

WMW-industrial plant:

Planning, delivery and starting opera-  
tions of production plants and sections  
for

- the metal processing industry

- training workshops

- maintenance shops for machinery,

- vehicle and appliance construction

- plant for the manufacture of plastic  
products

Import

Machines and equipment for the metal  
processing industry

Machine-specific tools

Craft tools

Machines and equipment for wood proces-  
sing

Plant for lumber and wood processing

Aussenhandelsbereich Werkzeugmaschinen fuer die rotationssymmetrische Bearbeitung  
Export-Import im VE AHB WMW-Export-Import (foreign trade section machine tools for  
axially symmetrical processing)

Supply and Purchasing Program:

Export and Import

Machine tools for processing axially symmetrical parts, including

Gear wheel processing machines  
Internal grinding machines and automated internal grinding machines  
Special machines for the manufacture of ball and roller bearings

Multiple-spindle automatic lathes  
Automatic universal and plain cylindrical grinding machines  
Lathes for bushings and points  
Surface lathes  
Transfer lines  
Production cells

Aussenhandelsbereich Werkzeugmaschinen fuer die prismatische Bearbeitung Export-Import im VE AHB WMW-Export-Import (foreign trade section prismatic processing)

Supply and Purchasing Program:

Export and Import

Machine tools for processing prismatic parts, including

Vertical, horizontal, universal and special milling machines  
Horizontal drilling and milling machines  
High-accuracy boring and grinding machines

Bedplate millers  
Planing machines  
Slideway grinding machines  
Roll processing centers  
Production cells  
Materials testing machines  
Central lubricating plants for greases and oils  
Industrial plant for the manufacture of machine construction products

Aussenhandelsbereich Umformtechnik Export-Import im VE AHB WMW-Export-Import (foreign trade section forming)

Supply and Purchasing Program:

Export and Import

Equipment for sheet metal and solid forming as well as plastics processing, including

Presses  
Automated shapers

Shears  
Sectional rolling mills  
Plastics processing machines  
Plant for packaging  
Automated production lines  
Customer-specific technological problem solutions

Aussenhandelsbereich Werkzeuge Export-Import im VE AHB WMW-Export-Import (foreign trade section tools)

Supply and Purchasing Program:

Export and Import

Machine tools for processing metals, including carbide metal reversible cutting plates, lathes, milling and drilling tools, friction, sawing, threading, gearing and scraping tools, machine knives, machine t

Machine tools for processing lumber, wood materials and plastics, including milling and saw tools, machine knives  
Hard metals  
Tool and production part racks  
Mining tools  
Manual tool drives (electric and compressed air)

Roof maintenance machines  
Craft tools  
Garden implements

Cable connections  
Metal fittings

Zellstoff und Papier Export/Import

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GDR Foreign Trade Enterprise

Mauerstrasse 77  
1080 Berlin

Telephone: 2 07 50

Telex: 114 523

Supply and Purchasing Program:

Export

Manmade fiber pulp

Paper pulp

Cotton pulp from short fiber fuzz remain-  
ing after ginning

Newsprint

Writing and printing paper

Surface finished paper

Packaging paper

Technical paper

Packaging carton and cardboard

Vulcanized fiber

Chromo paper and carton

Art paper and carton

Photographic paper and carton, treated  
with baryte or not

Parchment substitutes

Rolls and punched tape rolls for data  
processing

Filter paper goods

Beer mats

Machines for pulp and paper processing

Sulfite waste liquor

Sulfate resin soap

Import

Manmade fiber pulp

Paper pulp

Cotton pulp from short fiber fuzz remain-  
ing after ginning

Short fiber fuzz remaining after ginning

Newsprint

Writing and printing paper

Surface finished paper

Packaging paper

Technical paper

Packaged toilet paper

Miscellaneous paper

Packaging cartons and cardboard

Art paper and carton

Unprocessed parchment paper

Machinery for the pulp and paper proces-  
sing industry

Wood fiber

Sulfite waste liquor

Zentral-Kommerz GmbH

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Company for International Trade

Parkstrasse 4a

1100 Berlin

Telephone: 48 40

Telex: 114 981, 114 982

Cable address: ZENTAKO BERLIN

Services Program:

International trade with agricultural  
products, nonmetal secondary raw mate-  
rials, basic materials and semifinished  
products of oil chemistry and products  
in the field of the packaging, glass and  
construction material industry

Zimex GmbH

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GDR Foreign Trade Enterprise of the Printing Industry

Goldschmidstrasse 29

7010 Leipzig

Telephone: 7 18 70

Telex: 51 492 zimex dd

Supply and Purchasing Program:

Export

Books, brochures, periodicals and advertising products

Playing cards

Greeting cards

Postcards

Magazine molds

Printing type and brass lines

Offset printing plates

Albums and folders

Philatelic supplies

Hot press foil

Projection foil

Demonstration boards

Screen printing products for advertising purposes

Graph paper

Framed pictures and picture frames

Paper stock for securities, tax stamps and postal stamps

Maps

Reproductions

Import

Graphic supplies

Machines and replacement parts for the printing industry

Decorative foil for the furniture industry

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Agencies

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Agena

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Foreign Trade Agencies GmbH

Bruno-Taut-Strasse 8

1185 Berlin

Telephone: 6 81 20

Telex: 113 282, 113 283, 113 284,  
112 965

Field of Operations:

Agencies and commercial relations in the fields

-- Fruit and vegetables, fresh fruit and

vegetables, processed fruit and vegetables, citrus and dried fruit, juices and concentrates

-- Agricultural produce: Cereals, rice, feed, vegetable oils, seeds

-- Nonessential foods: Wines and spirits, coffee, cocoa, tea, chocolate products, candies and cookies, spices, tobacco, canned fish

Agrima

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Foreign Trade Agency GmbH

Albrechtstrasse 11

1040 Berlin

Telephone: 2 82 94 71

Telex: 113 138

Field of Operations:

Import and export agencies for agrarian products, essential and nonessential foods

Asimex

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GDR Foreign Trade Enterprise

Warschauer Strasse 5  
1034 Berlin

Telephone: 5 80 06 11  
Telex: 112 381, 112 419

Baltica

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GDR Foreign Trade Agencies and Business Consultants

Doberaner Strasse 44/47  
2501 Rostock  
Telephone: 3 76 41, 3 76 42, 2 76 43  
Telex: 031 314  
Berlin Office:  
Friedrichstrasse  
Internationales Handelszentrum  
1086 Berlin  
Telephone: 20 60  
Telex: 114 381 - 114 384

Field of Operations:  
Organizes transactions between foreign  
companies and GDR foreign trade enter-  
prises, takes on import and export  
agencies  
Shipbrokers for used and new tonnage

BERAG Export-Import

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Friedrich-Engels-Strasse 35  
1110 Berlin  
Telephone: 4 80 03 56  
Telex: 114 991

Chemicals, coal, lumber, construction  
machines, cranes, excavators, machine  
tools

Camet

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Industrial Agencies and Consultancy for Chemicals, Agrarian and Metallurgy Export/  
Import

Schoenhauser Allee 26a  
1058 Berlin

Telephone: 2 82 58 06  
Telex: 112 168, 112 520

Guenther Forgger

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Interest Representation for Industry and Trade

Schlegelstrasse 15  
1040 Berlin  
Telephone: 2 82 53 81  
Telex: 112 889  
Cable address: INHAFO BERLIN

Field of Operations:  
Organizes transactions in the fields of  
textile machine construction, general  
machine construction, electronic products  
for science, research and development

Fa. F.C. Gerlach

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Export-Import

Parkstrasse 37

1120 Berlin

Telephone: 5 65 07 81, 5 65 01 82

Telex: 114 947 glach dd

Cable address: FRIEGLACH-BERLIN

Interessengemeinschaft der Handelsvertreter und Handelsmakler der DDR

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Friedrichstrasse

Internationales Handelszentrum

1086 Berlin

Telephone: 2 06 31 23

Telex: 114 381

Interport

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Industrial agencies

Strassburger Strasse 40

1055 Berlin

Telephone: 2 82 71 96

Telex: 112 027

Interver

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International Agencies and Business Arrangements GmbH

Friedrichstrasse

Internationales Handelszentrum

1086 Berlin

Telephone: 20 60

Telex: 114 381 - 384

Field of Operations:

Representations and arrangements for business transactions, especially in the fields of electrical engineering, electronics and technical consumer goods

Kontakta

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Foreign Trade Agencies GmbH

Friedrichstrasse

Internationales Handelszentrum

1086 Berlin

Telephone: 2 06 31 52

Telex: 114 381 - 384

Field of Operations:

International business transactions in the fields of construction, printing machines, textile machinery and plant

Metama

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Foreign Trade Agencies GmbH

Friedrichstrasse  
Internationales Handelszentrum  
1086 Berlin  
Telephone: 20 30 80, 20 30 81  
Telex: 114 381 - 384

Field of Operations:

Representation and agencies in the fields of industrial plants, roller bearings and standard parts, packaging machines, essential and nonessential food machines, laboratory, measuring and weighing equipment as well as medical/pharmaceutical equipment

Textilvertretungen GmbH

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Bruno-Taut-Strasse 8  
1185 Berlin  
Telephone: 6 81 20  
Telex: 113 282, 113 283, 113 284  
112 965

Field of Operations:

Representations and agencies for foreign producers and suppliers of textile raw materials, finished textiles and semi-finished textiles as well as shoes, leather and shoe accessories; textile dyes, leather dyes and chemical auxiliary materials for the textile, shoe and leather industries.

Transinter

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Foreign Trade Agencies and International Cooperation GmbH

Friedrichstrasse  
Internationales Handelszentrum  
1086 Berlin  
Telephone: 2 06 31 24  
Telex: 114 381 - 384  
Management Section Machine Construction:  
Friedrichstrasse  
Internationales Handelszentrum  
1086 Berlin  
Telephone: 2 06 32 19, 2 06 32 20,  
2 06 32 04, 2 06 32 05  
Telex: 114 381 - 384

Product Scope:

Mainly machinery and equipment for heavy industry, metallurgy, the chemical industry, construction materials, glass and ceramics industry, rail vehicles, cranes, construction and road construction, fittings, pumps, ventilating and refrigerating equipment, motor vehicles and accessories

Management Section Industrial Representation:

Syringenweg 21  
1055 Berlin  
Telephone: 4 35 70  
Telex: 113 084, 112 371, 112 372

Product Scope:

Anorganic and organic chemicals, varnish, paint, plastics, crude rubber, plastics products including tires, asbestos, ores, construction materials, fertilizer, unprocessed phosphates, lumber, wood pulp, paper, carton, office supplies, metallurgical products and products of the glass and ceramics industry

Wamag GmbH

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Friedrichstrasse  
Internationales Handelszentrum  
1086 Berlin  
Telephone: 2 06 31 50  
Telex: 114 381 - 384

Field of Operations:  
Arranging business transactions for  
machine tools, woodworking machines,  
tools, plastics and rubber machines

11698  
CSO: 2300/379



## HUNGARY

### BRIEFS

ADVANCE BID INFORMATION FOR ENTERPRISES--Interested Hungarian enterprises will in the future get detailed advance information on foreign bidding competitions, to the extent that they are financed by the World Bank and its affiliate, the International Development Corporation. The Hungarian People's Bank has established a special "bank information" institute which makes advance information available in return for a small annual fee of 1,000 Forint. The reports are forwarded by the World Bank on the basis of a special agreement which has been signed with the Hungarian Chamber of Commerce and the Budapest foreign trade ministry. Additional reports are to come from Hungarian missions and agencies abroad. Hungary has been a member of the World Bank for the past 18 months. During that time, Hungarian enterprises have participated in almost 200 international bidding competitions and were able to win some minor contracts. They represented a value of \$8 million. /Text/ /Bonn WIRTSCHAFT OSTBLOCKS in German 21 Mar 84 p 2/ 5058

CSO: 2300/431

CAUTION, DEBATE BEFORE REVALUATION OF TRANSFER RUBLE URGED

Warsaw FINANSE in Polish No 2, Feb 84 pp 1-9

[Article by Prof Jerzy Wesolowski, staff member, Institute of Finance, Ministry of Finance: "Lessons and Prospects Concerning the Refinement of the CEMA Foreign Currency Management System"]

[Text] The problem of refining the foreign currency management system of the CEMA countries has been with us for many years. A brief review of the more important proposals made by economists, and especially Polish economists, in the professional press and in books during the late 1960's and early 1970's on this subject appears to be in order. The possibilities of implementing these proposals under the existing economic conditions will be discussed and the new problems which evolved in mutual currency-financial relations as a result of the changes occurring in the currency management systems, and which require an exchange of viewpoints, will be pointed out.

First let us recall the wide discussion in the professional press of the CEMA countries 15 years ago on the subject of refining the commodity-money relations in these countries and the making of levers out of them for the expansion of integration and the need to base integration on a strict cost-effectiveness analysis of the profitability of all endeavors.

These issues were brought up many times in such periodicals as: DEN'GI I KREDIT, VOPROSY EKONOMIKI, KOZGAZDASAGI SZEMLE, PENZUGYI SZEMLE, POLITICKA EKONOMIE, FINANCE A UVER, FINANSI I KREDIT, PROBLEMY ECONOMICE, IKONOMICIESKA MISUL, WIRTSCHAFTSWISSENSCHAFT, and in the Polish FINANSE, ZYCIE GOSPODARCZE, and GOSPODARKA PLANOWA.

The international scientific conferences, of which there were several, should also be mentioned.

Several groups of topics emerged from these discussions, namely:

- 1) the mechanism by which the transfer ruble and the new international money operates,
- 2) the national currency exchange rate as the basis of a cost-effectiveness analysis of integration together with the problem of domestic prices,

3) foreign trade prices and forms of exchange, including their effect on the currency management system of the CEMA countries,

4) the settlement of accounts rate for nontrade payments.

In addition to these topics, others raised included problems of plan coordination, specialization and co-production agreements, and other forms of a planned expansion of integration.

Without attempting to cover the entire extent of the exchange of viewpoints, it seems advisable to call attention to the more typical utterances which in some measure were reflected in further works.

The discussion on the problem of the transfer ruble as a currency for settlement of multilateral accounts was particularly lively. On the one hand it was pointed out<sup>1</sup> that the transfer ruble as a common currency does not fulfill the basic functions of money. It is not a measure of value because contract prices are not the same as world prices. It is not a means of payment because under the existing forms of foreign trade there is no actual versatility. It is not a means of accumulation because the assets held in transfer rubles do not allow for free procurement of goods or exchange into convertible currency. Also there is a disparity between parity and the purchasing power of the transfer ruble if the prices actually paid or obtained in turnovers of CEMA countries with socialist countries are used as the basis for comparison.

On the other hand it was stated<sup>2</sup> that the currency that was instituted jointly by CEMA countries--the transfer ruble makes it possible to make a correct and equivalent mutual settlement of accounts on obligations and amounts due, thus basically performing all of the functions of money, with full coverage by goods. It was not known how to explain, in a sufficiently convincing way it is true, why, in view of this, it is not possible to freely procure goods in return for the transfer rubles in the IBEC (International Bank for Economic Cooperation) account.

Based on criticism of the mechanism of operation of the transfer ruble, the Polish economists<sup>3</sup> demanded at that time that a new unit of international money be instituted to settle accounts in mutual economic exchange. The mechanism of operation of this money would be based on the principle of granting credit by IBEC ex ante, i.e., recording, in advance, a specified sum in the new money in the bank accounts settled multilaterally where liberalized turnover is

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<sup>1</sup>J. Wesolowski: "Currency Problems in the Integration of Socialist Countries", GOSPODARKA PLANOWA, No 8, 1968.

<sup>2</sup>N. Szein: "Common Currency of CEMA Countries and Ways of Refining It", FINANSE, No 12, 1973.

<sup>3</sup>J. Wesolowski: "International Money and Its Role", ZYCIE GOSPODARCZE, No 27, 1968; St. Raczkowski: "The International Money of the Socialist Countries -- Principles of Functioning". In Coll. Works: "The Economic Integration of the Socialist Countries", Ksiazka i Wiedza [Book and Knowledge] Publishing House, 1970.

involved. The assigned sum would be secured by a guarantee list of scarce goods and the obligation that the final balance would be paid in convertible currencies or in gold.

In the case where a debt in this money would occur at the end of the year, the obtained limit for the following year would be reduced by the sum of the debt, which would constitute a pressure to repay it through export of goods. But if the debt remained during the next period, a certain amount of it would have to be covered through the sales of goods from the guarantee list, and if this is not possible, by convertible currencies or gold.

In suggesting that the new international money be instituted, the authors assumed that this would be the fastest way under the conditions existing at that time to achieve positive results. Making the national currency rates more realistic in order to use them in the settlement of international accounts requires large changes in the management system and therefore could not be immediately implemented, which naturally does not obviate the necessity for undertaking other measures at the same time.

But not everyone in Poland was enthusiastic about the new international money. Some, like St. Polaczek<sup>4</sup>, felt that this idea was premature and the correct procedure should be to activate mechanisms of operation of national currency exchange rates and apply these exchange rates in settling accounts among CEMA countries.

It should be mentioned that the problem of national currency exchange rates was also widely covered in the literature. In Poland this subject was discussed primarily by St. Polaczek<sup>5</sup>, who believed that there was an objective necessity for the introduction of a mechanism of operation of national currency exchange rates. If these rates were instituted much better conditions would be achieved for comparing prices and costs in different countries, and it would be possible for domestic price agreements to interact. And after these agreements were settled there could be discussion about the convertibility of currencies and a truly multilateral exchange.

J. Wesolowski<sup>6</sup> also called attention to the need to establish national currency exchange rates and their pricing function, stressing very firmly the importance of the cost-effective analysis which can be made in the CEMA countries only if it is based on actual national currency exchange rates.

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<sup>4</sup>"The Economic Integration of the Socialist Countries", State Publishing House, 1971, p 292.

<sup>5</sup>"Important Factors in the Integration of the Socialist Countries", GOSPODARKA PLANOWA, No 7, 1968.

<sup>6</sup>"Currency Problems in the Integration of the Socialist Countries", GOSPODARKA PLANOWA, No 8, 1968; "National Currency Exchange Rates in the Integrating Process of the CEMA Countries", BANK I KREDYT, No 10, 1971.

Some economists gave first priority to the importance of the principles of establishing foreign trade prices in CEMA countries. But regardless of the method of approach to this problem, all of them seemed to agree that the foreign trade prices in effect at that time, which were established for 5-year periods, did not reflect either the costs of manufacture in CEMA countries or the prices on the international capitalist market, although officially they should have been based on those prices after correction for the influence of changes in economic conditions and the monopolistic price policies.

Thus suggestions were made on the one hand that we set up our own price base, and on the other hand that there be a greater relationship to current world prices, i.e., that we abandon the principle of establishing prices for 5-year periods in line with the 5-year plans.

There was also the full knowledge that the prices applied in exchanges in CEMA countries could not, in view of the existing alternative of exchanges with capitalist countries, deviate from these prices. Furthermore, the ability to directly compare results of production and exchange in CEMA countries with the world market must be retained.

In considering the ways in which the forms of exchange themselves can be improved, the possibility of abandoning trade agreements that are strictly contingent upon exchange and basing it to a certain degree on expanded commodity-monetary relations was brought up. This subject was raised by St. Polaczek<sup>7</sup> during a discussion. He proposed that in the area of market commodities a so-called liberalized exchange be instituted, based on the possibility of a free flow of commodities between CEMA countries outside the existing foreign trade within the framework of agreements which impose quotas on turnovers. According to him, during the initial period this exchange should encompass a small percentage of turnovers (e.g., 5-10 percent), expanding gradually on the basis of specifically named commodities on special lists. Settlement of accounts for this exchange would be made in national currencies according to actual exchange rates in accordance with domestic prices using import tariffs and export subsidies.

As already mentioned, the functioning mechanism of this new international money would also be based on a yearly increase in liberalized turnovers, also called noncontingency turnovers, until all of these turnovers would be of that type. This would mean a departure from international trade agreements in favor of agreements by economic units. The greater degree of coverage of indebtedness balances in the new money of the CEMA countries would lead to its becoming convertible.

The suggestions and postulates submitted during these discussions were somewhat mirrored in the decisions of the comprehensive program to further increase and improve the cooperation and expansion of socialist economic integration of the CEMA countries, accepted at the 25th Session of CEMA held in Bucharest on 27-29 July 1971.

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<sup>7</sup>"Means of Expanding Exchange of Market Commodities", ZYCIE GOSPODARCZE, No 24, 1968.

Although basic changes were not made in the forms of exchange and settlement of accounts based on the new international money, as the Poles suggested, work was to have begun on the following problems:

- 1) commodity exchanges on which quotas were not established as a quantitative and qualitative supplement to quota exchanges. Prices on commodities in non-quota exchanges were to be fixed by the units making the exchanges, except that the settlement of accounts would be accomplished in the existing multilateral clearing in transfer rubles;
- 2) common currency (transfer ruble) so that it could fulfill the basic role of money, i.e., a measure of value and a means of accumulation. It was expected, therefore, that a study would be made of conditions which would ensure the reality of the exchange rate and the gold parity of the common currency (transfer ruble). There was also to be an expansion of multilateral settlement of accounts and multilateral balancing of commodity turnovers. The problem of the convertibility of the common currency (transfer ruble) into the national currencies of the CEMA countries and the reciprocal convertibility of the national currencies was also to be considered. Although the problem of the partial convertibility of the transfer ruble into convertible currencies or gold was not covered in the comprehensive program, the interested countries discussed it;
- 3) national currency exchange rates in order to enlarge the role of currency-financial relations and to make it possible for the countries to determine the effectiveness of economic ties, and also the possibility of introducing a common currency and national currencies with a view to reciprocal convertibility.

Thus the countries were to establish, based upon an agreed-upon methodology, economically warranted and mutually agreed-upon exchange rates or national currency conversion coefficients to the transfer ruble and among themselves. It should be mentioned that the matter of how these exchange rates are to be applied was put forth rather vaguely. It was anticipated that studies would be made on going to settlement of accounts based on a uniform exchange rate (i.e., both for nontrade and trade payments) as differences in retail and producer prices are eliminated.

The work done in this field within the framework of the CEMA Currency-Finance Commission, in accordance with the schedule as it was approved, did not, as we know, bring about any very radical changes in the currency management system of the CEMA countries.

We regret to say that as time went on the economists said less and less on the subject of currency-finance relations. The polemics died out as more and more differences were settled within the Currency-Finance Commission, as if these agreed-upon settlement were to totally solve all of the problems.

In examining the proposals of the Polish economists in the late 1960's and early 1970's from the standpoint of the feasibility of their implementation in the present reality, consideration must be given first of all to the influence in this area of the economic situation throughout the world and in the CEMA countries and the changes in the world currency management system.

As we know, the world economic situation deteriorated, particularly recently. This was due mainly to the increase in the price of crude oil which greatly changes the costs of production. As a result, all capitalist countries had great economic difficulties.

Understandably this had a negative effect on economic relations in CEMA countries, especially in the area of foreign trade with capitalist countries. To some extent our country's economic crisis affects mutual relations in the CEMA countries.

The currency management system in the capitalist countries underwent considerable change. The universal withdrawal of these countries since 1973 from fixed exchange rates based on the parity of gold in favor of fluid rates (flexible), i.e., changing according to supply and demand, forced the CEMA countries and IBEC to quote current exchange rates of convertible currencies in their own currencies and in the transfer ruble. In the late 1970's IBEC went to a system of quoting exchange rates based on a basket of the currencies which have the largest share in the turnovers of the CEMA countries. Hence the change of the exchange rate of the transfer ruble to the dollar is the resultant (arithmetic mean) of the changes in the exchange rates of the basket currencies to the dollar.

Along with changes in the currency management system of the capitalist countries came a depreciation in these countries of their national currencies under the influence of an inflationary growth of domestic prices. This growth naturally had to affect prices in foreign trade.

Because foreign trade prices between CEMA countries are fixed on the basis of world prices, in accordance with the rules in effect, a gradual increase in these prices began. This caused a steady depreciation of the transfer ruble, particularly since prices must be fixed each year. This affects the equivalency of the settlement of credit account in the CEMA countries and the value of all funds in transfer rubles. The growth of commodity prices in transfer rubles makes it possible to repay an indebtedness with lower deliveries of commodities.

At the same time there occurs in some countries a depreciation of their own national currencies under the pressure of the growth in foreign trade prices and their own inflation. This makes it necessary to periodically change the exchange rate of the national currency.

All of this leads to a certain destabilization of conditions for exchange and cooperation in the CEMA countries.

In speaking about the problem of improving currency-finance relations in CEMA countries it must be clearly stated that the matter of making settlements of accounts in transfer rubles more multilateral is still open. It is still not possible to transfer balances from bilateral trade agreements that are strictly contingent upon a quantitative exchange, and the idea of a noncontingent exchange has been long forgotten.



The settlement of accounts in national currencies according to agreed-upon exchange rates, outside of nontrade exchange, is also an open problem. Nor are there still any final agreements as to a new method of calculating the exchange rates of mutual national currencies and the currency conversion factor in nontrade payments.

Therefore, of necessity the question arises whether it would not be possible under these conditions to again put forth the idea of a new international money with a steadily expanding noncontingent exchange.

Certainly not. The differences in the internal systems of economic management are still too great, the bilateral ties are too strong, the present coordination of plans for cooperation (co-production, specialization, exchange) is too extensive, to be able to move, under the present economic difficulties, to universal, noncontingent exchange.

Nevertheless it must be said that the entire system of functioning of the new international money, although theoretically correct, was very complex and difficult to implement, although certainly it would permit mutual exchange in CEMA countries to be based on commodity-monetary relations.

It also appears to be unrealistic under the existing situation to demand that there be instituted a partial convertibility of longer balances on the multilateral accounts in IBEC to convertible currencies, despite the fact that this would, to a large degree, discipline the execution of trade agreements.

Is it then not possible at all under existing circumstances to actually make exchanges and settlement of accounts multilateral, or, if bilateral trade agreements are maintained, make settlements of accounts really multilateral?

It seems that in the immediate future it will not really be possible to base exchanges between CEMA countries on strictly commodity-monetary relations. Naturally this does not mean that this problem cannot be considered and the conditions under which this might occur be defined.

However, it is possible, and we should concern ourselves with the possibilities of at least partially making settlements of accounts really multilateral in the system of bilateral contingency agreements. Primarily by compulsory compensation of balances from bilateral relations which exist despite the appearance of being multilateral.

But we must realize that such a partial multilateralness in settlement of accounts is incredibly difficult to implement, as world practice has proven.

Equally unrealistic in the light of today's reality are suggestions that realistic and mutually agreed-upon national currency exchange rates be introduced simultaneously by all countries. Nevertheless, the initial statements that the introduction of such exchange rates by all the CEMA countries will have the following effects are completely correct:



- 1) will facilitate a correct accounting of the exchange,
- 2) will be a real criterion for making the appropriate economic decisions,
- 3) will facilitate settlement of accounts directly in national currencies or indirectly through common currency.

Thus it will be possible to compare price and cost arrangements of all interested countries, which will be the basis for international division of labor between CEMA countries.

We must clearly say that coordination of plans, even using all presently possible methods and value indexes, will not replace an economic accounting based on correct currency exchange rates. It will not replace commodity-monetary relations in the function of a detailed regulator of the sizes and structure of exchange. There will always be the fear that coordination of plans may not give full consideration to the economic bases of the international division of labor, and thus cause a growth in costs of an exchange formed in this way.

Although, as we said, we do not see any possibility of simultaneous introduction, by all CEMA countries, of a mechanism of national currency exchange rates, nevertheless it is essential that the function of these exchange rates, under conditions of their variability also, should be considered, even from the theoretical standpoint.

But the basic subject of the discussion which might be helpful to practitioners, is the problem of stabilizing the value of the transfer ruble, i.e., how to counteract its depreciation. In other words, preventing the carryover of the inflationary growth of world prices to contract prices in transfer rubles. Because although the equivalent, in relation to the entire exchange, growth of contract prices will not affect the equivalency of the current exchange, it may still affect domestic prices in CEMA countries.

Naturally, one function may be a change in the exchange rate of the transfer ruble in the national currencies of the CEMA countries. But this means that the struggle with the effects of a growth in contract prices will become individualized and does not eliminate the effect of the depreciation of the transfer ruble on the overall economic relations of the CEMA countries.

As we already mentioned, this depreciation affects the real value of all medium- and long-term indebtedness and funds held by enterprises, associations and banks.

A radical counteraction to the carryover of the growth in world prices to contract prices would be an annual revaluation of the transfer ruble exchange rate in relation to convertible currencies.

The problem of revaluation is not as simple as may be assumed. Not only the method by which this revaluation must be thoroughly considered, but also its economic effects for individual countries depending on the exchanges forming within them.

The revaluation of the exchange rate of the transfer ruble in relation to convertible currencies would have to be determined in this case by the degree in drop of purchasing power of these currencies measured by the growth in world prices of commodities which are the object of exchange in CEMA countries, or the growth in prices occurring in the exchange of CEMA countries with countries with convertible currencies.

In the first case we would have a very objectivized ratio, in the second a ratio obtained from the standpoint of prices obtained in exchanges of CEMA countries. We must realize that most CEMA countries for various reasons in their exchanges with countries which have convertible currencies, obtain prices which are sometimes much lower than those appearing on the world market.

Hence the problem--on which prices should the index be based. It seems that that base should be the prices actually obtained in exchange with countries with convertible currencies, because it is they who shape the value of these currencies in the national currencies of the CEMA countries. And the expression of this value are the exchange rates. For example, we can say that the exchange rate for a dollar in zlotys is now approximately 98 zlotys, while the exchange rate of the transfer ruble is 68 zlotys, i.e., the ratio of transfer ruble to the dollar is 1.44. The difference, therefore, is substantial. It is the same in the other CEMA countries, although the average of the entire exchange should fluctuate around the IBEC exchange rate.

This would mean that some CEMA countries obtain relatively higher prices in exchange with countries with convertible currency than in exchange with CEMA countries.

Returning to the basic subject it should be said that an index of world prices would have to be maintained for those commodities which are exchanged between CEMA countries, or an index of prices obtained in exchange in CEMA countries<sup>8</sup>.

But we must realize that it would not be a simple matter to maintain such an index. The CEMA countries would have to keep current statistics on mutual exchange according to accepted prices and the index which results from these prices. Then they would have to report changes in the index in relation to the base year together with the value of the exchange to CEMA or IBEC in order that an overall index of price changes could be established.

Understandably all of these calculations would be made after the fact, i.e., after the year's end, or in the best case toward the end of the year so that a revaluation of the transfer ruble can be made before contract prices for the next year are established. Thus, world prices can be converted in convertible currencies into prices in transfer rubles already at the new exchange rate.

And here a new problem arises. Revaluation of the transfer ruble would be based on what happened in the past period and would be binding on the future period, while exchange rates of convertible currencies are established under

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<sup>8</sup> It should be noted that not all commodities appear in exchange in both areas, which will complicate the compilation of an index.

the influence of current supply and demand for currency resulting not only from the exchange of commodities but also from capital turnover .

These changes in the ratios of convertible currencies are fully reflected in the changes in their exchange rates in transfer rubles as quoted by IBEC based on the basket of principal currencies appearing in the exchange of CEMA countries, because in reality the dollar has a large share in this basket, the drop in the exchange rate of other convertible currencies to the dollar on the world market results in a comparable growth in its exchange rate in transfer rubles when the exchange rate of other currencies in transfer rubles drops. In view of the permanance of these changes in the last 2 years the exchange rate of the dollar in a transfer ruble has grown greatly, which suggests a drop in the value of the transfer ruble. But this stems from the large share of the dollar in the basket of currencies, which we have already mentioned.

Any kind of changes in this regard, e.g., the failure to take the whole year's changes in the dollar exchange rate into account, and using quotations made at the beginning of last year in the current year, blurs the picture of the actual changes occurring in the ratios of convertible currencies on the world market. This may also have a negative effect on the fixing of world prices of commodities in dollars, which on the market or stock exchanges are shaped in convertible currencies other than the dollar.

All of these problems would have to be thoroughly considered before revaluation of the transfer ruble could be used as a method of protecting the exchange in CEMA countries against the inflationary growth of contract prices.

General speaking, revaluation would mean that all world prices expressed in dollars after conversion by the new lower exchange rate for the dollar in transfer rubles would be lower by this same percentage.

Revaluation of the transfer ruble, it must be said, will only somewhat flatten out the changes in prices which occur at different rates and cause corresponding changes in the conditions of exchange (terms of trade) for the particular CEMA countries, but will not eliminate them.

How much these conditions of exchange for a particular country will change will depend on the structure of exchange and the price change index in relation to the average index of prices for the entire exchange of CEMA countries and the revaluation of the transfer ruble which results.

A discussion on these subjects, therefore, would undoubtedly furnish the material on which the practitioners could base their decision.

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## OFFICIALS CITE REASONS FOR LOW INTEREST IN HARD CURRENCY AUCTIONS

Warsaw ZYCIE GOSPODARCZE in Polish No 9, 26 Feb 84 p 3

[Article by Slawomir Lipinski: "Did the Mountain Give Birth to a Mouse?"]

[Text] The winner in the December hard currency auction was a company which needed \$1,500 to purchase tomato seeds.

The majority of the documents referring to currency auctions, collected by the NBP [Polish National Bank] Currency Department, consists of newspaper clippings. For there is no newspaper which did not announce the first auction for buying American dollars in our history, conducted a year ago with quite a bit of pomp in the blue Bank Handlowy skyscraper, built for that matter with dollars but without an auction. In this they were happy to see the next great, and rather spectacular, sign of economic reformation. However, it rapidly became apparent that the noise was inordinately great in comparison to the factual significance and effects of the auctions.

### Without Emotions

The first four were conducted experimentally in spring and autumn last year on the basis of Decree No 235/82 of the Council of Ministers and the executive order of the NBP chairman of 22 February 1983 relating to it. According to this the auctions were of a very limited nature. Only state enterprises which had no account for foreign currency deductions available were admitted to it, and the dollars purchased were intended to be allotted to the development of non-luxury market goods production or to export production directed toward the capitalist countries.

At the same time an additional rather strict financial barrier was set up. The fact is that the dollar buyers had to make a deposit in the minimum amount of three times their value in a non-interest-bearing bank account. This deposit, originating from profits to be distributed, had to be frozen for 2 years. The affair was called an auction because the dollar allotment had to be decided by objective criteria, in addition to the type and importance of the market product, namely the production value squeezed out per dollar and the amount of deposit declared: the higher the better.

The organizers of the auctions and their fans did not anticipate any emotion.

They expected a mass rush of enterprises since the foreign currency hunger was escaping from the basic barrier to increased production. At the same time the effect of the experiment, namely these four auctions, was extremely paltry. There was practically no crowd nor even competition among the initial firms. A total of 24 enterprises made bids, but some of them were not even examined since they did not meet the initial criteria. As a result, during these 2 months a total of \$214,000 was sold and found their way to 10 enterprises.

An evaluation of the experiment made by NBP was dedicated mainly to finding the causes of the rather scanty interest in the auction on the part of enterprises, in comparison to the expectations. It was recognized that the financial strictions cause the most discouraging barrier. Therefore, with his ruling of 17 October 1983, the NBP president modified some principles of the auctions. The minimal size of the deposit was reduced from triple to double the value of the foreign currency purchased, and the period of freezing it was shortened from 2 years to 1 year. An essential change was permitting cooperative plants to bid as well.

It was decided that auctions would be held monthly from November 1983 to the end of 1984. At that time a final evaluation will be made to decide whether this new institution should enter economic life as a permanent practice.

However, the three auctions conducted according to the improved principles have not changed the picture of the situation. For example, of three bids made in December, only one was considered, and \$1,500 were allotted to one of the experimental horticultural plants for the purchase of tomato seeds.

Therefore the basic questions arose again, i.e., whether the auctions in the form established by the NBP chairman's rulings have any sense, and why they are so thoroughly marginal in economic practice.

Let us begin with the second question. The members of the team conducting the auctions, with whom we spoke, are in agreement that the auctions are unsuccessful mainly because the enterprises constantly have relatively easy access to foreign currency. They obtain this currency from numerous sources and, obviously, without the need to bear the burdens and without the specter of sanctions for using it poorly. The conclusion is that this access must be made more difficult for them.

In this case some people accuse ROD [foreign currency deduction accounts].

At the end of 1983, 1,629 enterprises had deduction accounts (their own or collective ones). In view of the total number of enterprises recorded, this is not really so many because it is only about 25 percent of them. But if the production enterprises are considered, this percentage increases. For example, 70 percent of the production units supervised by the Ministry of Metallurgy and the Machine Industry [MHiPM] benefit from the accounts.

Therefore, the majority of the enterprises were eliminated from the auctions, although (and more about this later) many of their deductions are insufficient

and they are helped in one way or another by central distributors. They are not sufficient either, because those assisted by the deductions are coproducers without their own ROD.

Right here they have begun to implement measures to hinder access to the ROD source. As early as the middle of last year the Finance Ministry published a ruling to curb the practice of demanding a return of the currency quota, advanced by many producers with respect to domestic customers. Recently the rate of deduction has been approved. In the case of MHiPM units, approval was based on the fact that 25.2 percent of the enterprises reduced the deduction rates, while 7 percent increased them. In addition there is an intention to bar enterprises from using currency from ROD for any production other than export. All of this really makes it more difficult to obtain currency. However, even using the currency from accounts by those cooperating with the lenders does not usually arouse any questions, as practice has shown. Their own money, including that earned with difficulty, seems to be different from that obtained as a grant.

#### Sources of Abundance

This is all the more so because their own money, or currency from ROD, constantly forms a margin. Last year they financed scarcely 9.5 percent of our imports. More than 90 percent of the foreign currency remained in the central administration. Part, central imports in the strict sense, was in the form of raw and other materials recorded in the CPR [Central Annual Plan]. The rest is formed by ministry limits, still distributed by old means and methods, largely according to old needs and criteria which usually have nothing to do with efficiency. In this case the penetrating power of enterprises and associations largely determine the granting of an allotment.

I have taken the Predom Association, one of those with small penetrating power, as an example because it focuses on market producers. Of 23 enterprises, 13 have ROD (8 have their own accounts and the 5 others have a collective account). But each of the other 10 also needs a certain amount of foreign currency to maintain production continuity. Therefore, it looks as if they should be steady auction clients. However, up to now none of them have been.

Part of their needs (the smallest, by the way) is covered by other association members with ROD at their disposal within the framework of so-called self-aid. Last year the branch ministry helped the association with the amount of \$2.5 million, mainly distributed among the members without accounts, although not only them, because the majority did not have sufficient foreign exchange of their own. But this is not all. The enterprises of the association received more than \$1 million from MHZ [Ministry of Foreign Trade] for exports to area I, and several hundred thousand more from the Ministry of Construction (for producers of articles necessary in finishing residences) and from Agroma (for those producing goods for the countryside).

All of this made it possible to survive last year fairly well. In the fourth quarter some association firms displayed the ability to increase production above the earlier set plans, if they found additional resources for imports.



Therefore they turned to the Ministry of Domestic Trade and Services [MHWiU] with a request for an allocation. That is because it is the next central source of foreign currency provision, although only for market producers. In the previous year it had approximately \$90 million at its disposal, originating from the pertinent budgetary part of the Pewex profits. Two-thirds of this amount went specifically to aid market producers. More than 100 enterprises took advantage of it, not counting poultry producers who actually obtained most.

As a result there occurred such situations as, for example, the Service Agency of the Capital Domestic Trade Enterprise buying almost \$26,000 in the first auction with the intention of regenerating colored television tubes, while later \$150,000 were allotted for this same purpose to MHWiU.

I hear in the MHiPM Import Department that, when some company meeting the auction conditions applies with a request for dollars and there simply is no money, the auction idea is suggested to it. However, the answer then usually is that it cannot afford to freeze the amount of factory profit for distribution required. For example, if a firm wishes to buy \$100,000 today, it is necessary to put almost 20 million zlotys into a non-interest-bearing account (and this was even higher in the first auctions). The high rate of inflation and the uncertainties of tomorrow are also discouraging. Even if the factory can afford it, it first wants to investigate all other sources. This investigation usually ends successfully. A final example, if you will, is a storage battery producer. It hesitated to participate in an auction, and obtained the desired sum after some efforts in the MHZ, because batteries are also anti-import.

Thus it can be seen that the system is equipped with so many sources of easy foreign currency acquisition that, on the one hand, it makes no sense to limit ROD, while on the other participation in an auction becomes an absolutely last resort for those who do not have enough influence in any ministry, and only for those who are not as anxious to develop production as simply to maintain it. The financial strictures associated with the auctions are too severe. The cream, or doing something above the plan, is not worth the outlay. It is only worthwhile when a drop in production threatens.

Among those getting dollars by means of auctions, two enterprises, so they say, intend to be permanently associated with them. A typical example is the Production-Service Plants of the Prumel Local Industry in Pruszkow. Some 60 percent of the sales value of the plant is constituted by cookware. Each one contains a piece of imported kantel wire, hardly worth 5 cents. Thus every dollar makes it possible to produce 20 pieces of cookware worth more than 20,000 zlotys. The company does not belong to the association and cannot depend on it for aid. The founding organ, in other words, the mayor of Warsaw, is not a branch ministry, however, and has no extra dollars. The Prumel director therefore addressed himself to MHWiU. They took 8 months, during which the wire supplies were almost exhausted and, after repeated requests from the enterprise, only enough to last a couple of months was granted. They did not know about the future. Therefore, the plant dedicated 6 of its 17 million in profit for distribution and bought 20,000 dollars, guaranteeing sales of cookware worth 400 million zlotys. According to the director, they can now relax calmly for 2 years.

## All Without Exception

Therefore, the benefits for it, stemming from the auctions, are obvious. They assert that the most important thing is that now they no longer have to beg and stand at the door of one of the central distributors. Even if only a few companies on the national scale benefit from the auctions, his opinion is that they are worth keeping. And it is difficult not to agree with him.

However, the matter can be looked at in a different way. If we take a serious look at the NPSG [National Socioeconomic Plan] goals and also the entire anti-inflationary program, Prumel, as a producer of desirable market goods and largely anti-import goods (among others, cylinders for compact cars), should be able to obtain foreign currency much easier than many enterprises working, for example, for industry or for investment. Because of a lack of influence and of favor among the central distributors, it pays its own type of penalty in the form of a restriction on developmental possibilities. Actually the frozen funds from profit for distribution de facto curtail the development fund. It is clear that it would be more beneficial for the economy if the development funds were frozen just for non-market producers. But there are no auctions for them. They get foreign currency directly.

The chairman of the term conducting the auctions, Director Romauld Sliwka, is optimistic. He believes the auctions will be busier. Access to foreign currency is really becoming more and more difficult. Even the capabilities of some central distributors have been curtailed. MHiPM has much less cash available in the first quarter than it had a year ago. At that time they had \$10 million for strictly market purposes. Now they have nothing.

However, it should be recalled here that every mechanism hampering enterprise access to foreign exchange has the strongest effect directly on market producers for various reasons. This is because they are usually more dependent on imports and because they do not have as much influence as magnates, and especially do not have a sponsor supporting them. Such branches, working in favor of metallurgy, mining, power or to supply the metallurgical industry magnates, have the money of the latter behind them. Basically the marketeers can count only on Minister Lakomic and Pewex dollars, or on the auctions. However, up to now the auctions have been made islands in a sea of regulations; they are to an equal degree an opportunity for marketeers and at the same time a certain type of discrimination, because here the foreign exchange is not obtained, but pays off a certain loss of profit. Increasing the auction clientele in this situation could be considered as strengthening this discrimination against industries on the development of which we depend most.

Director Sliwka says: "I cannot imagine that in an economic reform it would be possible to acquire dollars other than by an auction based largely on criteria of efficiency."

He is right. But then it would be necessary to put severe restrictions on central distribution and force everyone, not only market producers, to attend these auctions. The market producers could even be given preference, such as by requiring a lower deposit from them. But at present there does not seem to be any more essential restriction of central distribution and its replacement by the above-discussed auctions.

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